Board of Trade Journal

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Solutions derived from the mineral bastnaesite are fed from these storage tanks into Europe's largest purpose-built plant for the separation of rare earth elements with closely related chemical properties. The sophisticated solvent extraction techniques used are the result of research and development by Thorium Ltd., who have received two Queen's Awards for technical innovation and export. Rare earths find many applications in industry, including glass, ceramics, electronics, nuclear power and colour television. Thorum Ltd., of Widnes, Lancs, is a member of the RTZ Group.

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FOCUS ON EFTA — 3

Sweden: the market for capital goods

By the Commercial Department, British Embassy at Stockholm

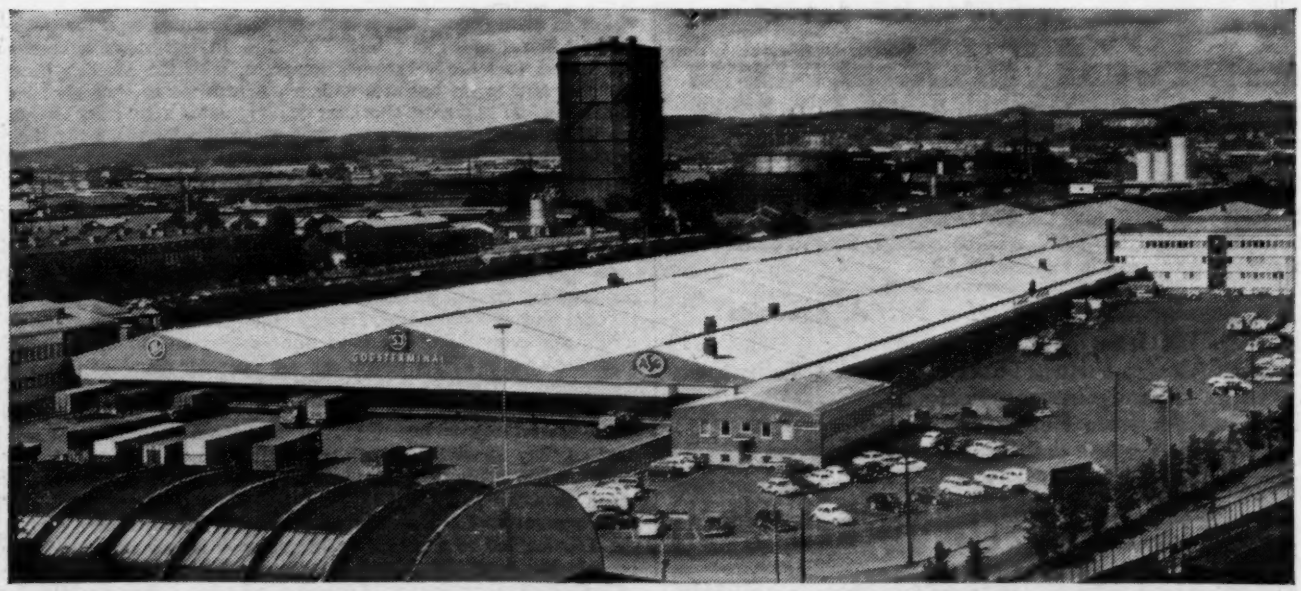
Lord Brown, Minister of State, Board of Trade, introduced this series in the January 31 issue. The first article (January 31) was 'Finland as a market', followed by 'Portugal: an economy offering fresh opportunities for export' (February 7).

THIS IS A MARKET of great potential. But it is highly competitive and the Swede is a discerning customer. The products of Swedish industry and all the other advanced countries of the world are available to him. To get into this market and stay there calls for the highest standards of performance. Most of those who know this market accept this, but there are still too many British businessmen who do not know Sweden well enough.

The Industrial Revolution came later to Sweden than it did to Britain, and the transformation from an agricultural to an industrial economy is a Twentieth Century and not a Victorian saga. Sweden lost vast numbers of her people to the Middle West in the Nineteenth Century, and population growth is slow. Sweden was neutral in two wars, which meant that she could not depend on foreign supplies and had instead to develop her own industrial skills. At the same time she was spared the destruction and disruption of war. Sweden has many natural resources which, if sold as raw materials, would assure her people a reasonable income, but she depends on the value added by the wit and skill of her people for her real wealth, and for her present GNP per head which is second only to the United States. Sweden recovered more quickly than most industrial countries from the depressed conditions of the Thirties. Sweden has had the Social Democrats in power for nearly 40 years, and that party has not nationalized industry nor has it cosseted the weaklings.

These are all accepted facts about the country. Complementary to them are certain generalizations about the people over which there can be enjoyable endless debates, but which, despite their inevitably subjective character, are part of the picture and so deserve mention here. View them with the reserve that should be accorded all such generalizations. First, the Swede obsessed with sun, snow and sailing is not the whole story. The Swede you meet in business is far more likely to be cool and rational and, if obsessed by anything, obsessed by specifications, slide rules and statistics. He will be both administrator and technician; therefore be both yourself, or send a two-man team when you talk business. He will know everyone that matters in his own particular sphere of industry. He will be a committee man, happy with the warmth of consensus and alarmed by any passing maverick. He will look respectfully at the technical expert's view, so don't present your calculations on the back of an envelope: take the specification and work out the answer stage by stage, in full detail. His attitude towards his own country will be a compound of considerable and justifiable pride in Sweden's achievements, and especially in the technical achievements, together with some slight and indefinable

(Continued on next page)



With immediate effect, Cooks International Freight Service are the sole United Kingdom agents for all surface groupage services operated by AB Svenska Godscentraler (ASG), the giant Swedish freight and transport organization. The rail groupage services hitherto operated by ASG with Davies Turner & Co. Ltd., are now superseded by new Cook/ASG arrangements. The new Cook/ASG arrangement is an extension of the well-established container groupage services currently operating in each direction between the United Kingdom and Sweden. Direct services link Birmingham, Glasgow, Hull, Immingham, London and Manchester with all major commercial centres in Sweden. All services can be extended to include full distribution and collection in both countries.

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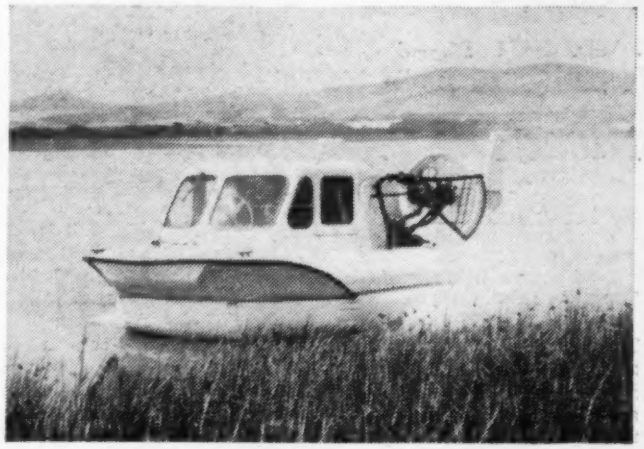
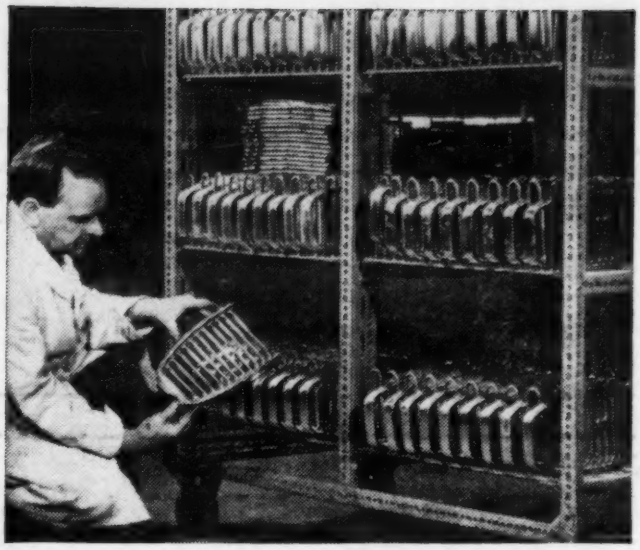


The Swedish postal authorities are carrying out trials with small British hovercraft to deliver mail over snow and ice to outlying islands off the mainland of Sweden. They are using two 'Hoverhawk' HA5 air-cushion vehicles exclusively produced and marketed by Hover-air Limited, of Peterborough, who are sole European licensees for production of small hovercraft from the joint British Hovercraft Corporation and Hovercraft Development Limited.

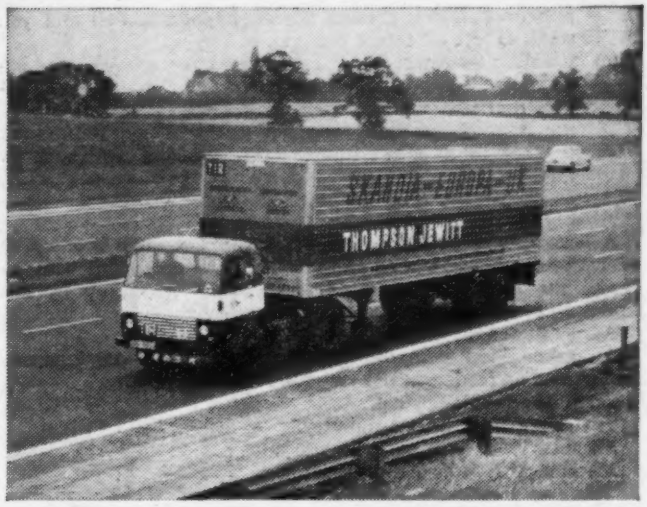
unease that these material achievements may not constitute the complete answer. The Press fortifies Swedish pride without being able to eradicate the unease, and, since Britain is for the Swede a source of stories of the there-but-for-the-Grace-of-God-goes-Sweden pattern, the visiting businessman should know of this and be prepared to refute general criticisms with evidence of his own firm's particular virtues. For, although the Swedish businessman will speak English that is at least adequate and is often near perfect, and although he and his wife will visit Britain frequently, the genuine friendliness, and the admiration for Britain that a British visitor so often encounters, is certainly not founded on a thoroughgoing admiration of our business skills. In interviews a certain wistfulness sometimes becomes apparent, with the Swede's heart inclining him to do business with his British visitor, but his head reminding him to double check on delivery dates, after-sales service, etc. (It is worth remembering that when the Swedes built their equivalent of the TSR2, its first flight was in the week specified in the time schedule. The costs were less than 5 per cent out on the estimates.)

A rational, uncomplicated market

So much for the backdrop. What sort of a market have these conditioning factors produced? In general terms, it is above all rational and uncomplicated. Eccentricities and distortions are few; tariffs are everywhere low (and non-existent on industrial goods manufactured in EFTA countries); the need for standardization is unquestioned. The Neutrality tradition has perhaps contributed to another development: the almost general absence of pro-you or anti-them feelings in business. And, moreover, an absence of any marked 'Buy Swedish' chauvinism. Sweden's post-war shortage of labour, when taken with the 'industrial' as opposed to 'craft' trade union structure (a legacy of her late Industrial Revolution) and with, moreover, the comparative absence of historical scars from the Thirties, led to a period of harmonious labour relations. The bargain has been high wages in exchange for no stoppages. This, and the generally rational approach, has also encouraged the Government and Unions to tolerate the decline of ineffective firms and industries, and to welcome the new. Business in Sweden is conducted on a ruthlessly commercial basis which means that the weakest goes to the wall irrespective of nationality. If a British firm's product is competitive the Swede will buy. 'Unfair com-



Coventry Radiator & Presswork Co. Ltd., a member of the Associated Engineering Group, is the sole supplier to Saab in Sweden of the six elements forming the radiator grille/headlamp surround unit for the V4 Saab 96 saloon and 95 estate wagon. Shown here is the aluminium pressing forming the centre piece of the radiator grille which is manufactured at the Canley factory of Coventry Radiator & Presswork Co. Ltd.



Thirty-nine-foot York Freightmasters operated by G. W. Thompson Jewitt Co. Ltd., Nottingham, on their Skandia-Europa-United Kingdom distribution service, carry United Kingdom export orders of dresses to Scandinavia. Other cargoes carried include pharmaceuticals, cycles and toys. Operating with Volvo F86 tractor units supplied by J. Hebb, Nottingham, the outfits run at 32 tons GCW.

petition' is a phrase instinctively regarded as self-contradictory.

Industrially, one result has been a constant search for labour-saving machines and a continuing emphasis on planning ahead to avoid having hands idle, for money is more readily available than men. This same very proper obsession with saving money, men, and time, means low stocks and tight schedules. *A delivery delay is the unforgivable sin.* Make certain that your firm never promises what it cannot perform.

Capital intensive industries

Another result is a continuing shift to new and capital-intensive industries. Let others provide the simple products; the Swedes themselves take another exam, and emerge white-coated to work in science-based industries. But nonetheless a population of almost 8 million, even if they are Swedes, cannot live richly by selling to themselves, so foreign trade accounts for about one fifth of the GNP. Small firms cannot live on the world stage, so a surprisingly large proportion of Swedish firms are 'big', and have the characteristics of international firms. Finally, since they know they would find the going very tough if they competed directly with the world's giants, they have trained their specialist skills on the gaps in their giant rivals' range. Examples include Stal Laval, Atlas Copco, SKF, Sandviken's Steel, AGA, Addo Facit, L. M. Ericsson, Electrolux and Bahco primus stoves.

These factors have produced a market which is Britain's best customer in EFTA, third (after the Federal Republic of Germany and the Irish Republic) in Europe, and seventh in the world. In 1967 Sweden's GNP was £8,339 million (Britain: £39,093 million). Per head the GNP was £1,056 (Britain: £710). Per head private consumption was £578 (Britain: £460). Per head Fixed capital formation was £252 (Britain: £130). Per head Exports (1967) were £204 (Britain: £95). Per head Imports (1967) were £212 (Britain: £117).

About half Sweden's industrial production is exported. And a fair slice goes to British firms; certainly none of our other major trading partners take anything like Sweden's £31 of British goods per person, annually. The Australians come nearest, and they are only two-thirds of the Swedish figure. Swedes buy 10 times as much per head from Britain as do Americans.

This is, moreover, an expanding market. Between 1959 and 1967 total Swedish imports went up by 95 per cent and total British sales here by 107 per cent. Growth, if not quite at this rate, will be maintained.

Certain import categories stand out. Here any significant shift towards British goods should mean worthwhile profit to the firm concerned, and to our balance of payments.

SITC No.		Total Sw. Imports in 1967 Kr. m.	British Sales as % of total imports	German Sales as % of total imports
33	Petroleum and petroleum products	2,443	17·6%	1·6%
51	Chemicals	603	16·6%	24·6%
58	Plastics	471	18·3%	28·9%
65	Textile yarns and fabrics (excluding clothing)	1,452	17·7%	12·3%
67	Iron and steel	1,112	18·2%	23·2%
68	Non-ferrous metals	1,002	13·6%	7·8%
69	Manufactures of metal	599	17·5%	34·7%
71	Machinery, non-electric	3,189	18·0%	32·7%
72	Electrical machinery	1,795	12·9%	35·1%
73	Transport equipment	2,105·5	19·1%	36·6%
	of which vehicles	905	17·1%	51·4%
	ships	370	10·5%	25·8%
84	Clothing	831	12·1%	4·7%
86	Scientific instruments	662	17·3%	28·0%

Other areas where the prospects look good for us or for our foreign competitors (who visit Sweden in large numbers, and very often) include:

(a) Equipment for power stations. Sweden needs to increase her generating capacity by 13,500 MW by 1980, and nearly half of this must come from nuclear stations;

(b) Shipbuilding. Sweden ranks No. 2 in the world. Business for ships' components' manufacturers should be excellent. But increasingly Swedish yards build on assembly line

(*Continued on next page*)

SWEDEN – THE MARKET FOR CAPITAL GOODS, *continued*

principles. Delivery times are all important. Fail and you stand to lose all future business.

(c) Scientific instruments. Or components for science-based industries. This is essentially a 'value-added' economy. High-cost precision work, skilled engineering, electronics, etc. – the research of today and the trades of the future – are the key to Sweden's future prosperity, and Swedes know this.

Bibliography

A brief article forbids a mass of details. But there is a wealth of background information available or in preparation. This includes the following reports or brief notes drawn up by this Embassy. Only the more recent reports are listed.

Agricultural Equipment.

A note on Electronics, drawing attention to recent developments and reminding readers of the very full NEDC Report.

Earth Moving Equipment.

Equipment for the Steel Industry.

Machinery for the Plastics Industry.

Mechanical Handling Equipment.

'Hints to Businessmen Visiting Sweden', and the Introductory paragraphs to the *Export Services Bulletin* Special Supplement prepared for those consumer goods manufacturers interested in British Week 1968, contain matter of general interest.

Additionally, the British-Swedish Chamber of Commerce (Hovslagargatan 5B, S-111 48 Stockholm) have published the following articles:

Metal-cutting Machine Tools (December 1968)
Selling to Small Swedish Companies (September 1968)
Sweden's Major Industrial Buyers (September 1968)
Selling to Swedish Industry (September 1967)
Selling to Swedish Vehicle Manufacturers (March 1967)
Industrial Advertising (September 1966)
Vehicle Service Equipment (May 1965)

The Swedish Institute (Svenska Institutet for Kulturellt Utbyte med Utlandet, Box 3306, S-103 66 Stockholm 3) produce a number of 'fact sheets' in English, which can be obtained through their London office at 49 Egerton Crescent, London, S.W.3.

Titles include:

The Electrical and Electronics Engineering Industry
Sweden's Chemical Industry
Energy Supply in Sweden
The Swedish Construction Industry
The Swedish Sawmill Industry
The Swedish Shipbuilding Industry
The Swedish Shipping Industry
The Swedish Motor Industry
The Swedish Mining Industry
The Swedish Metalworking Industry

In September 1965 The Export Council for Europe, (6-14 Dean Farrar Street, London, S.W.1) produced a report on 'Shipbuilding Components in Scandinavia'.

This and much more material is available at the Export Services Branch Library, Hillgate House, 35 Old Bailey, London, E.C.4, or can be had by writing to the various authorities listed.

And none of these papers, of course, is an adequate substitute for a visit (or, better still, regular visits) to this market.

	Britain	Sweden
Population	55.1	7.9
GNP per head	£710	£1,056
Private consumption per head	£460	£578
Imports per head	£117	£212
British goods bought per head	—	£31

Britain's six best markets – 1967		And some of our top major markets in purchases per head
1. United States	£609 million	1. Sweden
2. South Africa	£257 million	2. Australia
3. Australia	£253 million	3. Netherlands
4. Fed. Republic of Germany	£247 million	4. South Africa
5. Sweden	£219 million	5. Canada
6. Canada	£214 million	6. Fed. Republic of Germany

Trade missions visiting Sweden 1969

Leicester Chamber of Commerce	January
London Fur Fashion Export Group	March
British Stationery and Office Equipment Association	March
Machine Tool Trades Association (Woodworking Machinery Section)	March
Walsall Chamber of Commerce	March
East Anglian Exporters' Club	April
British Food Export Council	April
Dundee Chamber of Commerce	May

Confirmed 'joint ventures' with the Board of Trade in 1969

Gothenburg May 9-18	International Swedish Trade Fair (Federation of Sussex Industries)
Stockholm April 21-26	'Protection 69' (London Chamber of Commerce)
Jönköping June 6-15	'Elmia 69' International Agricultural and Forestry Fair (British Agricultural Export Council)
Stockholm October 1-7	Stockholm Technical Fair (London Chamber of Commerce)
Malmö October 14	'Resta IV,' International Hotel and Restaurant Fair (London Chamber of Commerce)

Other joint ventures are under consideration. Ask the Trade Fairs Branch of the Board of Trade for details. Tel. 01-222 7877, Ext. 2783 (Mr. Robin J. Ager).

USING EFTA

To inform the EFTA businessman of his opportunities in the new free markets of EFTA, a 161-page book has been produced by the EFTA Secretariat in Geneva entitled 'Using EFTA'. This describes the conditions of each of the eight national markets and summarizes the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the regular 'EFTA Bulletin'), are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

This Leyland Super Comet, currently in operation as a demonstrator in Sweden, is fitted with an S.85 type hydraulic platform by Simon Engineering Dudley Ltd., Worcestershire. Costing nearly £17,000 the vehicle is powered by a Leyland 0.400 six cylinder diesel engine developing 131 hp, driving through a 6-speed gearbox with overdrive. Other features include power-assisted steering, a tachometer and hand throttle control.

Mrs. Dunwoody to visit the Midlands

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, is to visit the Midlands on February 24 and 25.

February 24: Visit to Telford to meet the chairman and members of Telford Development Corporation and visit Telford New Town. Attend Birmingham Chamber of Commerce and Industry, dinner in Birmingham.

February 25: Mrs. Dunwoody will call on Dr. W. Maskill, chairman of the Stourbridge Crystal Glass Manufacturers Association; visit Thomas Webb & Sons and Stuart & Sons Ltd. Lunch with members of the Stourbridge Crystal Glass Manufacturers Association; call on the Lord Mayor of Birmingham; and visit the Board of Trade Midland Region Office, Birmingham.

Heads of commercial posts confer

A CONFERENCE of commercial displomatic officers from countries in Western Europe (including Greece, Turkey, Yugoslavia, Cyprus, Malta and the Irish Republic) will be held at the Board of Trade from February 26 to 28. It will be opened by Mr. Anthony Crosland, President of the Board of Trade.

The conference is the fourth of its kind to be held in the Board of Trade and follows others held in 1960, 1964 and 1967. It will give the overseas officers and officials in the Board of Trade and other government departments an opportunity for detailed discussions about our export trade with European markets and the ways in which official services can be best used to help British industry increase this trade.

Consideration of mergers by the BoT

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Acquisition of a 40 per cent interest in National and Grindlays Bank Ltd. by first National City Bank of New York and acquisition of part of the business of the Ottoman Bank by National and Grindlays Bank Ltd.
(2) Australia and New Zealand Bank Ltd. and English, Scottish and Australian Bank Ltd.
(3) Serck Ltd. and Newman Hender & Co. Ltd.
(4) Simo Properties Ltd. and Goulston Discount Co. Ltd.
(5) C. T. Bowring Co. Ltd. and Bowmaker Ltd.
(6) Howson Ltd. (subsidiary of Vickers Ltd.) and Algraphy Ltd.
(7) Dalgety and New Zealand Loan Ltd. and the New Zealand and Australian Land Co. Ltd.
(8) Slater, Walker Securities Limited and The Forestal Land, Timber and Railways Company Limited.
(9) Land Securities Investment Trust Limited and The City of London Real Property Co. Ltd.
(10) John Thompson Ltd. and Cochran & Co. Annan Ltd.
(11) Cadbury Group Ltd. and Schweppes Ltd.
(12) General Foods Corporation of New York and Rowntree Co. Ltd.

In reaching their view in relation to the General Foods/Rowntree proposal, the Board of Trade took into account certain assurances given to them by General Foods in respect of their future action, should they gain control of Rowntree, in relation to direct exports from the United Kingdom and other matters.

Import of jute fabrics, sacks and bags not subject to quota restrictions

THE BOARD OF TRADE have issued Notice to Importers No. 1242 stating that from May 1, 1969 certain categories of jute goods from countries other than the Eastern area*, hitherto licensed under the arrangements described in Notices to Importers Nos. 1047, 1086 and 1166 (paragraph 2 (i)) will be placed on Open Individual Licence. An Open Individual Licence, valid initially for six months from May 1, 1969, will allow the holder to import without restriction of quantity or value the following goods:

(a) **Common sacking**
Fabrics, made wholly of jute, weighing not less than 16 oz. per square yard and having either a warp of pairs of single yarns not exceeding 13 pairs to the inch and a weft of single yarns not exceeding 9 to the inch *or* a warp of single yarns not exceeding 13 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch, but not single threads both warp and weft.

(b) **Heavy bags of common sacking**
Of fabrics, made wholly of jute, weighing not less than 16 oz. per square yard and having either a warp of pairs of single yarns not exceeding 13 pairs to the inch and a weft of single yarns not exceeding 9 to the inch *or* a warp of single yarns not exceeding 13 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch, but not single threads both warp and weft.

(c) **Woolpack**
Woolpacks, being receptacles consisting of four side panels and a bottom panel assembled by sewing, and a top panel secured along one edge only, weighing not less than 8 lbs. and not more than 11¼ lbs. per pack, made of fabric wholly of jute having a warp of pairs of single yarns not exceeding 9 pairs to the inch and a weft of single yarns not exceeding 9 to the inch *or* a warp of single yarns not exceeding 9 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch.

(d) **Certain type of Hessian cloth**
Plain weave jute fabrics, not more than 45 inches in width, weighing not less than 6½ oz. and not more than 9¼ oz. per square yard, having not more than 13 single yarns per inch in the warp and not more than 12 single yarns per inch in the weft.

A separate application for each category of goods should be made on form ILB/A to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London S.W.1. Page 1 of the form should be completed, page 2 left blank, and on page 3 and copies the applicant's name and address and type of goods i.e. Common sacking, Heavy bags of common sacking, Woolpack or Hessian cloth (as defined in paragraph 1 (d)) should be inserted. Each application must be accompanied by a signed undertaking to make returns of their imports under the Licence if required.

For jute cloth, sacks and bags from the Irish Republic, other than those described above, import arrangements will continue as at present, i.e. specific licences will be freely given provided that the application is accompanied by a certificate from the Irish producer declaring that all stages of manufacture of the goods from jute fibre have been carried out in the Anglo-Irish Free Trade Area (the Republic of Ireland, the United Kingdom, the Channel Islands and the Isle of Man), and that the last stage of manufacture took place in the Republic of Ireland.

Applications for licences should be made to Import Licensing Branch on form ILB/A and be accompanied by evidence of purchase or the placing of contracts. Page 1 of the application form should be completed; on page 2, the quantity should be stated in cwts. together with yardage for cloth and the number (in dozens) for sacks and bags and woolpacks; on page 3 and copies, the applicant's name and address and the country of consignment and origin (Irish Republic) should be entered but nothing else.

* The Eastern Area comprises Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, the People's Republic of Outer Mongolia, the People's Republic of China, Poland, Rumania, Union of Soviet Socialist Republics.

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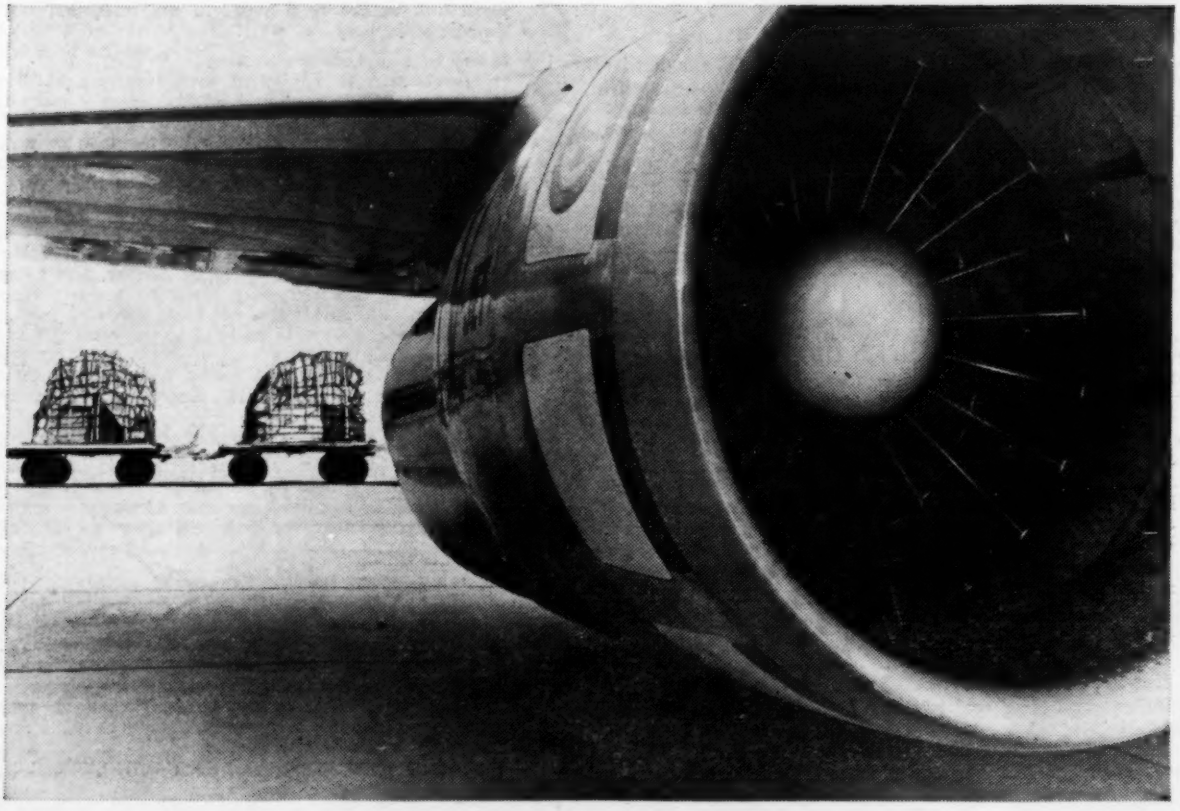

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8A 302

Successful BEAMA mission to Japan

'JAPANESE IMPORTERS are showing a widespread interest in the large range of British domestic and industrial appliances represented on the BEAMA mission', said Mr. J. T. C. Hancock, organizing secretary of the trade mission sent from the British Electrical and Allied Manufacturers' Association.

The 12-man trade mission has recently concluded a successful 10-day business trip covering Tokyo and other major cities in Japan during which they met a large number of Japanese businessmen as a group as well as individually. About to embark on large scale housing developments, Japan's need for domestic heating are likely to be immense during the next few years, and it is in this field that members of the mission consider potential success in exporting from Britain.

'Although the mission has been organized by BEAMA it was agreed that in the interests of British exports in general, representatives of the gas- and oil-burning industries should join the mission. This has proved to be a successful combination since it has been possible to make a concentrated attack on the Japanese market in this particular field,' added Mr. Hancock.

Direct sales of appliances are hoped for, but members of the mission are also interested in concluding know-how licensing agreements with Japanese manufacturers.

According to the mission members, other appliances which interested the Japanese were electric blankets, floor polishers, electric washers and dryers.

'So promising do members of the BEAMA mission rate their prospects in Japan that they are now giving their full encouragement to the Consumer Durables Exhibition which is being planned in connection with the British Week in Tokyo in September this year,' said Mr. Hancock.

BDC mission to New Zealand

A BOOK TRADE MISSION to New Zealand, sponsored by Book Development Council and supported by the British National Export Council, is being planned for April 1969. The mission will leave on April 7 and work for four days in Kuala Lumpur and Singapore before arriving in New Zealand on April 14. Timing of the mission will enable the leader and deputy leader to accept the invitation of the New Zealand Book Trade Organization to attend the full session of its annual conference on April 23 and 24 at Wairakei, where the whole mission will have the opportunity of meeting a cross-section of booksellers from all over the country. The mission will end its tour with two days in Fiji visiting bookshops and the growing University of the South Pacific.

The general aims of the mission, which will extend the valuable work done in Australia by the 1968 mission, are: (a) to sell British books, (b) to strengthen contacts with representatives, agents and booksellers, and (c) to report to the British publishing industry on the way forward in New Zealand, giving particular attention to the possibility of improving distribution and sales promotion. For the purpose of the last-mentioned, it is intended to collect reliable data on specific points indicating awareness of and accessibility to British books.

The mission will be led by Mr. John Boon, managing director of Mills & Boon and a past-president of the Publishers' Association. It is hoped that the deputy leader will be Mr. A. K. L. Stephenson, chairman of the PA's Distribution and Methods Committee.

Leicester Chamber round the world export mission

THE LEICESTER and County Chamber of Commerce has arranged its second round the world export mission which leaves Leicester on February 25. The first one, two years ago, visited the Far East Japan and Canada.

The party of 10 will visit San Francisco, Fiji, New Zealand, and Australia. Some members will also visit Singapore and Thailand.

Westminster Chamber of Commerce mission to Japan and Hong Kong

THE CITY of Westminster Chamber of Commerce Mission to Japan and Hong Kong left London on February 20 on a three weeks' trip. The 12 firms represented cover products ranging from garage equipment, surveying and metereological instruments, machine tools, and general engineering, lace curtains, lingerie and other consumer products to woollen textiles, book publishing and products in the marine field. The mission is led by Mr. Charles Chadwyck-Healey, chairman of Morgan-Grampian Ltd.

international engineering journal of the 1970's

MACHINERY LLOYD

INTERNATIONAL REVIEW OF ENGINEERING EQUIPMENT

MARCH 1

ESTABLISHED1929 RELAUNCHED1969

From the March (1969) issue MACHINERY LLOYD becomes the International engineering journal of the 1970's presenting, in a modern and concise form, technical details of new and improved products currently available to users of mechanical, electrical and constructional engineering equipment.

Practical descriptions of a great variety of equipment in an easily read style and layout sustain interest from cover to cover, while the introduction of readers' service cards, a brand new buyers' guide and the extension of the well-known "Business Opportunities" section emphasise the basic function of the new MACHINERY LLOYD—to develop international trade within the engineering industry.

For further information contact D. Nye, Manager, Machinery Lloyd, 161-166 Fleet Street, London, E.C.4. Telephone 01-353 5011

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Arthur Eaton, Cumberland Development Council,
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Official Receiver appointments

THE BOARD OF TRADE announce the following appointments in the Bankruptcy and Official Receiver Service:

Mr. Derek Arthur Thorne appointed as an Inspector of Official Receivers attached to the Office of the Inspector General in Bankruptcy (London). His appointment as Chief Clerk in Bankruptcy attached to the Office of the Inspector General in Bankruptcy (London) has been revoked.

Mr. Albert Rout appointed on promotion to Chief Clerk in Bankruptcy attached to the Office of the Inspector General in Bankruptcy (London). His appointment as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Manchester, Salford, Warrington and Wigan has been revoked.

Mr. Frank Augustus Lanaway appointed as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Manchester, Salford, Warrington and Wigan. His appointments as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Barrow-in-Furness and Ulverston, Blackburn, Blackpool, Burnley, Kendal, Preston, Whitehaven and Millom, Carlisle, Workington and Cockermouth, and of Lancaster, have been revoked.

The above appointments and revocations took effect on February 17.

Clover Can to occupy Consett factory

THE English Industrial Estates Corporation announced on February 7 that the Board of Trade had recently given approval to the construction of a 21,000 sq. ft. extension to the factory occupied by the Clover Can Co. Ltd. on the Castleside Industrial Estate, near Consett.

Clover Can Co. Ltd., a Norwich-based firm who manufacture a range of tin plate containers, took occupation of a 25,000 sq. ft. advance factory in October of last year.

Large scale expansion in Northern Ireland by Michelin Tyre

NEGOTIATIONS HAVE BEEN concluded between the Michelin Tyre Co. Ltd., and the Northern Ireland Ministry of Commerce for further expansion of the company's capacity at Hydepark (near Belfast), and Ballymena, Co. Antrim, for the production of tyres, including components and accessories.

This announcement was made by Mr. Roy Bradford, the Minister of Commerce, who said: "I am delighted that Michelin has decided to embark on further expansion. This accelerated growth programme is an important indication of the faith of one of the world's major companies in Northern Ireland as a base for high quality production and in the ability of our workers to absorb and apply new techniques. The Ballymena development in particular is a great encouragement to those engaged in planning the future of one of our growth towns."

The new development involves major investment in buildings and machinery over the next five years and is expected to lead to employment of 3,200 workers at Hydepark and 1,100 at Ballymena by mid-1975. Of these about 95 per cent will be men. This is an increase of almost 900 jobs over the previous target.

Local firm's expansion means 100 more jobs for Pembroke

THE BOARD OF TRADE are to build an extension of 50,000 sq. ft. to their factory at Ferry Lane, Pembroke, for Firth Cleveland Extrusions Ltd., a member of the Firth Cleveland Group of London.

Firth Cleveland Extrusions Ltd. originally occupied a 25,000 sq. ft. factory which was extended by 21,000 sq. ft. in March 1962 to make steel, brass and aluminium nuts for a large number of industries, principally motor car and domestic appliances manufacturers, both at home and overseas. In 1967 the premises were further extended to 102,000 sq. ft. Some 200 people, mainly men, are currently employed at the factory.

To cope with the increasing demand for their products, particularly from overseas markets, the firm urgently requires enlarged production facilities, and the new extension will enable them to increase their labour force by at least 100.

The extension will be built by the Welsh Industrial Estates Corporation on behalf of the Board of Trade.

Proposed industrial development at Willington

RIDING HALL CARPETS LIMITED of Halifax, Yorkshire, have almost completed negotiations to purchase 13¼ acres of land at Willington, County Durham, for the erection of a carpet mill. The plant is expected to employ up to 65 men and 35 women initially, and the total labour force may eventually exceed 300.

Training for export conference

A PUBLIC FORUM to discuss export training for all grades of staff will be held on March 21 based on the Report of the Central Training Council: 'Training for Export Staff'. The Report (which is widely regarded as one of the most important contributions in this field) gives recommendations for installing planned training schemes for export managers, representatives and office staff, to remedy the present lack of planning and systematic training in this vital sector.

Sir Peter Runge, chairman of the British National Export Council, will be the conference chairman, and speakers have been drawn from authorities in the field. Ample time will be available for discussion from the floor.

The conference will be held at 9.30 a.m. at the Confederation of British Industry, 21 Tothill Street, London, S.W.1. Its joint sponsors are: BACIE (British Association for Commercial and Industrial Education), BIM (British Institute of Management), BNEC (British National Export Council) and CBI (Confederation of British Industry).

February issue of 'New Technology'

THE FEBRUARY issue of *New Technology* on SIRA, the research association for industrial measurement and control, and its functions in helping traditional industries to adopt automation.

New Technology is prepared by the Ministry of Technology and the Central Office of Information. It is obtainable free of charge on application to the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1.

1968 fire damage cost £100 million

FIRE COST BRITAIN an estimated £100 million in material damage last year, the British Insurance Association announced on February 11. The total is £10 million higher (11 per cent) than the 1967 estimate. The main feature of the year was the disparity between the estimated damage in the two halves. The cost for the first six months was £59.7 million. The estimated damage over the second half was £40.3 million, the lowest second half since 1964 (£38.1 million).

It is not possible at this stage to analyse the reason for this decrease, but it does coincide with more stringent protection requirements from fire insurers and a determined effort by the Central Fire Liaison Panel to bring the problem of fire damage to the attention of managing directors.

Training levy for the carpet industry

MRS. BARBARA CASTLE, Secretary of State for Employment and Productivity, has approved proposals submitted by the Carpet Industry Training Board for a third levy on employers within scope of the Board equal to 0.9 per cent of their payroll in the year ended April 5, 1968.

The levy will be used to make grants in respect of such training as the training of operatives, managers and supervisors, clerical staff, shop stewards, first year craft apprentices, loom tuners and fitters, and training officers and instructors. In addition, attendance at courses of further education, approved external courses, including safety courses and full-time sandwich courses leading to recognized qualifications, is to be grant aided. Grant will also be paid towards the costs of the use of consultants on training assignments, and for approved research projects.

Provision is made for employers to appeal to independent tribunals against assessment. This is the effect of an Order (SI 1969 No. 128 HMSO or through any bookseller, price 9d.) made by Mrs. Castle and laid before Parliament on February 14, which comes into operation on April 1.

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Aviation and Shipping

Appointments to the West Midlands Advisory Committee for Civil Aviation

MR ANTHONY CROSLAND, President of the Board of Trade, has appointed the following as members of the West Midlands Advisory Committee for Civil Aviation under the Chairmanship of Alderman V. E. Turton until December 31, 1969:

Mr. J. R. T. Douglas; Mr. I. J. Wallace; Mr. J. J. Parkes; Mr. B. W. Tanner.

The appointments strengthen the West Midlands Committee and fill the vacancies created by Dr. B. F. Willetts and Councillor G. W. Newman, who resigned because of pressure of other public work and business commitments.

Note:

Mr. J. R. T. Douglas, is joint managing director of R. M. Douglas Construction Ltd., and a member of a number of committees including Board of Trade Athlone Fellowship Managing Committee, Federation of Civil Engineering Contractors, Construction Industry Training Board, Confederation of British Industries, and the West Midlands Economic Planning Council.

Mr. J. J. Parkes, is chairman and managing director of Alvis Limited, and director of Alvis Mechanisation Limited, Cornhill Insurance Co. Ltd., The Rover Company Ltd., and Rover Gas Turbines Ltd. He is a member and past-president of the Society of British Aerospace Companies Ltd., and member and past vice-president of the Society of Motor Manufacturers and Traders.

Mr. B. W. Tanner, is the managing director of Horizon Midland Ltd.

Mr. I. J. Wallace is a director of Massey Ferguson Limited, and chairman of the Confederation of British Industry West Midland Regional Council. He is a member of Lloyds, the West Midland Region Economic Planning Council, and Council of Coventry Chamber of Commerce.

Board of Trade marine appointment

CAPT. D. W. JONES, Principal Officer of the Board of Trade Marine Survey Office, Southampton, is to retire on March 5, 1969. His successor is Capt. R. A. Stephenson, a Senior Nautical Surveyor at Southampton.

Capt. Jones served at sea from 1919 until 1940 and commanded ships of United Steam Navigation Co., before entering the Service. He obtained his Extra Master's Certificate in 1929. He entered the Marine Survey Service as a Nautical Surveyor in 1940 and was promoted to Senior Nautical Surveyor in 1948 and to Principal Officer in 1958. Capt. Jones has served in London, Liverpool and at headquarters; he was Principal Officer in Cardiff before moving to Southampton in 1959.

Capt. Stephenson, who served at sea from 1930 to 1945, was in command on ships of Watts, Watts & Co. Ltd., before entering the service as a Nautical Surveyor in 1945. He was at Liver pool and Southampton before moving to Newcastle in 1960 on promotion to Senior Nautical Surveyor. Capt. Stephenson returned to Southampton in 1965.

New International Code of Signals

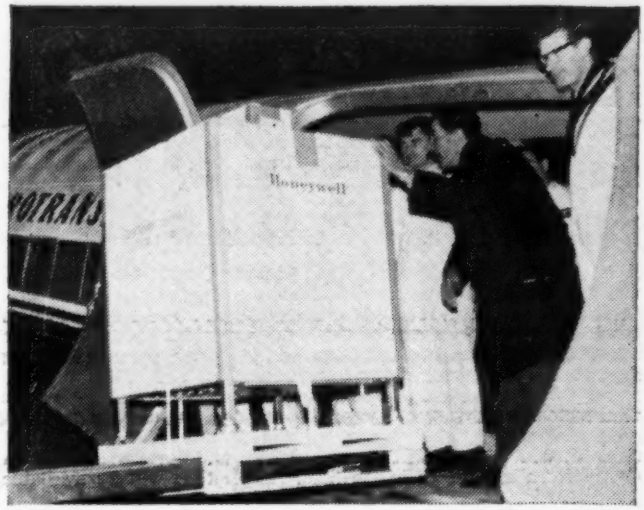
A REVISED International Code of Signals, produced under the auspices of the Inter-Governmental Maritime Consultative Organization, will operate from April 1, 1969. The Board of Trade recommends that all ships required by the Safety of Life at Sea Convention, 1960, to have a radio installation should carry a copy of the new Code. Other vessels undertaking long ocean voyages should also have one.

The new Code, in one volume, supersedes the two-volume 1931 edition. It can be used for flag, flashing light and sound methods of signalling, voice over a loud hailer, radiotelegraphy, radiotelephony, and for signalling by hand-flags or arms.

The Code provides a simple method of communication in situations related to safety of navigation and persons, especially where a language problem exists. It is recognized, of course, that radiotelegraph and radiotelephony in plain language can be effective when there is no language difficulty.

Each signal is required to have a complete meaning but complements are added to available groups when necessary. Single-letter signals are allocated to those which are urgent, important or in common use; two-letter signals to those in the General Section; and three-letter signals beginning with 'M' for the Medical Section.

Copies of the new International Code of Signals (price 25s.) will be available towards the end of this month at HMSO, 49 High Holborn, London, W.C.1, or branches, or through booksellers. Pre-publication orders, and orders for single copies by post (price 28s.), should be sent to HMSO, PO Box 569, London, S.E.1.



A £140,0000 Honeywell 200 computer boards a Yugoslav Airlines (JAT) cargo plane at Glasgow airport bound for JAT headquarters. The computer, manufactured at Honeywell's Newhouse, Lanarkshire, factory, will be installed at Belgrade airport and ultimately expanded to control an international reservation system for JAT.

International container conference

EXPRESS CONTAINER Transport Ltd., a consortium of 40 British Freight Forwarders formed to liase co-loading and distribution arrangements of container cargoes for its members, was one of ten container operating groups representing some 500 individual forwarding firms in Western Europe, the United States and Australia which met in Rotterdam last month, for the first General Meeting of the recently created 'International Conference of Container Operating Groups of Forwarders' (ICCO).

London Chamber Forum on containerization

THE London Chamber of Commerce Forum is holding a full day conference on containerization on March 20 at Barrington House, Gresham Street, London. The conference topic is 'Documentation, Rates, Insurance and Maximum Utilization'. The chairman will be Mr. W. A. Newton Jones, member of the General Purposes Committee of the London Chamber, and managing director of W. H. Jones & Co. (London) Ltd.

Full details and application forms from LCC Forum, 69 Cannon Street, London, E.C.4.

CBI booklet on the Transport Act

A BOOKLET on *The Transport Act* 1968 has been published by the Confederation of British Industry. It is available from the CBI, 21 Tothill Street, London, S.W.1, price 10s.

EXPORT INTELLIGENCE BRIEFING No. 4: *Opportunities in EFTA (Scandinavia)*

Open doors in EFTA

We live in one of the richest tariff-free industrial markets in the world: EFTA. Are we making the most of it?

Our exports to EFTA countries (1959-1967) increased by 94%. **But the Danes increased their exports to EFTA by 117%, the Swedes by 142%, the Norwegians by 149% and the Swiss by 172%. In other words, our share of the market could be bigger.**

After all, the EFTA markets are relatively easy to reach, cover and supply from this country. The Scandinavian countries (including Finland) conveniently form a coherent market group which can be tackled as a whole by the visiting businessman.

If you are an established exporter, are you making the most of export opportunities in EFTA? The check-list below for opportunities in Scandinavia may indicate a more receptive market for your products than you now realise.

EFTA ROUNDUP FOR SCANDINAVIA

The items listed here are typical of the goods for which there is a ready market in Scandinavia.

There is, of course, a continuing demand for a wide range of consumer and capital goods in addition to these. Export Intelligence can obtain market assessments on likely products from commercial officers located in the Scandinavian markets.

CAPITAL GOODS

There are opportunities for machinery of all kinds waiting to be exploited in Scandinavia. Some examples are:

Machine tools. Although competition is tough, there are good openings for the most advanced specialised equipment, particularly *numerically controlled* machines.

Instrumentation and electronic process control systems.

Food processing plant.

Packaging equipment.

Construction and earth-moving equipment.

Mechanical handling plant—including fork-lift trucks.

Pumps.

Small electric motors and generators – but check electrical standards and safety testing regulations.

Internal combustion engines—including marine.

Agricultural machinery and equipment – including tractors.

Electro-medical and medical equipment.

Scientific instruments and laboratory equipment.

Engineers' small tools.

Ships' components of all kinds. The four Scandinavian countries all have well-established shipbuilding industries which depend to a large extent on imported components.

CONSUMER GOODS

Did you know that there are markets for furniture and writing paper in the Scandinavian countries? British *reproduction furniture* and *speciality writing papers* are just two lines out of a virtually limitless list of products for which there are receptive markets, provided the design, quality and price are right. Here are some more examples:

Speciality foods. The Danes produce their own caviar, but they could eat more British biscuits. We already supply nearly half the biscuits imported by Norway and Sweden, but under 15% of Danish imported biscuits. We already sell processed cheese to Scandinavia, and there is scope for some of our celebrated regional cheeses.

Household appliances—including kitchen gadgets, brooms and brushes.

Confectionery. There is a good market for British sweets and toffees. In Sweden and Denmark, for example, Britain already supplies nearly half of all imports.

Garden tools—including lawnmowers.

Footwear.

Handbags, wallets and travel goods.

Toiletries—including cosmetics and soap.

Floor coverings.

Hand tools and do-it-yourself kits—but instructions must be in the local language.

Hosiery and knitwear.

Clothing – from ski-wear to bikinis.

Toys and games.

Sports goods – such as fishing-tackle, golf clubs and golf-balls.

Caravans and camping equipment.

Pleasure boats – and fittings and components, including engines.

Next week, Briefing No. 5 will look at opportunities in Austria, Portugal and Switzerland.

WHAT TO DO NOW:
For advice on sales prospects for your products in any EFTA market,

Call EXPORT INTELLIGENCE at the Board of Trade

Call us at H.Q. London: 01-248 9633 Telex 886143

Or call us at: **Belfast** Ministry of Commerce) 34488 Telex 74578 · **Birmingham** 021-643 8221 Telex 33702 **Bristol** 21071 Telex 44214 **Cardiff** 64151 Telex 49267 · **Glasgow** 041-248 2855 Telex 77583 · **Leeds** 20485 Telex 55472 **London** (South Eastern Counties) 01-828 4355 Telex 25991 (Eastern Counties) 01-828 6271 Telex 25991 **Manchester** 061-832 9321 Telex 66104 · **Newcastle** 27575 Telex 53178

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
February 25-28	**Vehicles, earth moving and lifting equipment.**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).**

Limousines, saloon and estate cars including, Morris Mini Minors, Minor 1000, Oxford Farinas, commercial utility vans; Land Rovers; Bedford Utilecons; Ford Populars; Anglias, Consuls, Zephyrs, Cortinas; Hillman Huskys; Standard Ensign estates; Humber Hawks; Vauxhall Victors; commercial vehicles including, Mack 20-ton tractors; Diamond 'T' tractors; AEC Matadors; Leyland 'Hippo' trucks; hydraulic tippers; Albion 10-ton trucks; GMC amphibious DUKW's; Scammell tractors and breakdown vehicles; trailers; Austin K2 Canteen Vans; excavators by Blaw Knox and Ruston Bucyrus; mobile cranes by Bucyrus Erie, Coles, Hyster, Jones, Neals and Taylor; fork lift trucks; machinery trucks and vans; snow ploughs; graders; dumpers and large quantities of plant spares.

March 4-5	**Miscellaneous stores . . . .**	**Youth Club Building (adjacent to Indoor Bowling Green), Riverside, Chatham.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101).**

Machine tools; M.T. spares; tar/bitumen distributors; Mastic asphalt mixer; radar, wireless and electrical equipment and spares; non ferrous metals-; Avo-meters; two 64kW generators; diesel electric and petrol electric alternators; air compressors; 10-ton hydraulic trolley jacks; MIKROMA 16 mm. MINIATURE CAMERAS with Meoptoa Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; large quantities of LONGINE and OMEGA wrist watches; prismatic binoculars; rangefinders; theodolites and telescopic levels; sisal and manila rope; scrap batteries and tyres; laboratory equipment; tradesmen's tools; wooden boxes and cases; firefighting equipment; clothing including leather ankle boots; drill shorts and trousers; collars; shirts; skirts; vests; caps and large quantities of firemen's and firewomen's tunics, slacks, greatcoats and raincoats; scrap canvas and leather; carpets; rugs; webbing; mattresses, etc.; tubular stacking, easy and arm chairs; chest of drawers; writing bureaux; tables; steel and wood wardrobes and lockers; cutlery and kitchenware, etc.

March 11-13	**Miscellaneous equipment and stores . .**	**Ordnance Storage & Disposal Depot, Branston, Staffs.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657).**

Vehicle, electrical and electronic equipment and spares; radio receivers; workshop, radar, laundry and metal bodied trailers; test sets; MIKROMA 16 mm. MINIATURE CAMERAS with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; photographic equipment; generators; X-ray equipment; bearings; aircraft components and ground equipment; camp equipment; battery torches; machine tools including centre and capstan lathes; universal and horizontal milling machines; pillar and bench drills; woodworking machinery; lathe and milling tools, etc.; STEEL PIPES and PIPE FITTINGS; clothing and textiles including, vests; drawers; flax and cotton duck; webbing; canvas packs; haversacks; sleeping bags; unworn ankle boots; shoes; firemen's and women's clothing and equipment; ALSO large quantities of BINOCULARS by Solux, Ross, Leitz, Kershaw, Omega, Habicht, Barr & Stroud; WATCHES by Junghans, Oris, Longine, Smith; COMPASSES (pocket, underwater, marching); POCKET KNIVES (sportsmans, sheath, jack).

March 18	**Miscellaneous stores . . . . .**	**Command Ordnance Sub Depot, Reed Hall, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Colchester. (Tel. 73171).**

Machine tools including, portable reciprocating saw; 3 in. Wallin portable pump set; Smart & Brown lathe; wheeled belt driven saw; 6 in. hacksawing machine 4 ft. by 2 ft. by 3 ft; Wilson 7 in. SS & SC lathe; shearing machine; B & D ⅝ in. drill; water piping and fittings; electrical and wireless equipment; scrap brass and copper; bearings; pneumatic vibrator screenboards; firemen's and firewomen's uniform and equipment; firefighting equipment; haversacks GS Mk. 7; clothing and furniture; large quantities of general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sales, price 1s. 0d. (postal order only).

SURPLUS CLOTHING

Large quantities of SURPLUS CLOTHING including, Firemen's trousers, tunics, greatcoats; Women's gaberdine raincoats; greatcoats; jackets, skirts, wrapover overalls, waterproof leggings, webbing waist belts, shoes and peaked caps, are to be sold at Ministry of Defence auction sales at BRANSTON, Staffs, on March 11, 12 and 13, 1969, and at COLCHESTER, Essex, on March 18, 1969. Catalogues, price 1s. 0d. (postal order only) obtainable from the following auctioneers:

BRANSTON: Arnold & Son, 'Modwena House,' 13 Market Place, Burton-upon-Trent, Staffs.
COLCHESTER: Fenn, Wright & Co., 146 High Street, Colchester, Essex.

BUILDING EQUIPMENT

Over 1,000 tons of pipe and pipe fittings, water tanks and towers and fittings (normal domestic and commercial pattern) will be offered for sale at Ministry of Defence auction sales to be held at BRANSTON, Staffs, on March 11, 12 and 13, 1969; COLCHESTER, Essex, on March 18, 1969; BARLOW, Yorks, on May 20, 1969, and BRANSTON, Staffs, on June 10, 1969. Catalogues, price 1s. 0d. (postal order only) will be available, from about two weeks prior to and up to date of sales, from the following auctioneers:

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumer's expenditure		Retail sales	Total	Selected Components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected Components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+345	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133	133	171	165	132	101	173	130	166	203	186	+104	— 40	—30	+10
1968						104									+90
1967															
1st quarter	133	132	167	161	129	100	167	130	163	192	179	+ 32	— 15	— 7	+14
2nd quarter	133	133	169	162	129	100	176	136	174	200	185	+ 45	+ 8	—11	+14
3rd quarter	134	133	173	166	132	102	174	128	164	207	190	— 25	— 11	—16	—20
4th quarter	134	135	174	170	135	104	174	128	163	211	192	+ 59	— 22	+ 5	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	125	183	210	194	—119	—140	+ 7	+46
2nd quarter	135	138	181	170	130	102	174	125	168	216	189	+ 90	+ 59	+15	Nil
3rd quarter	138	140	184	175	134	103	176	131	181	210	184	+ 72	+ 33	+17	+ 5
4th quarter						104									+39
1968															
July		140				102									
August		141				104									
September		139				102									
October		141*				103									
November		142*				106									
December						104									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1963	1963	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	..	..	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	100·0	100·0	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	106·5	104·6	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	110·2	107·3	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,411	168	155	—404
1968		129*	125·0	+4·7	120·5*	112·4*	187·2	543	189		206	190	
1967													
1st quarter	149	104	118·6	+3·7	106·8	107·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,419	166	160	—110
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24,359	179	138	—299
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,225	203	181	—175
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	119·3	112·8	187·6	580	182		209	196	— 80
4th quarter		129*	127·2	+5·6	120·4*	113·1*	190·7	533	210		212	200	
1968													
June	138	125	125·4	+4·6	119·9	112·7	186·0	569	178		193	182	
July	138	123*	125·5	+5·3	119·2	112·7	187·0	580	180		210	188	
August	139	126*	125·7	+5·7	119·1	112·7	187·6	585	179		209	199	
September	138	128*	125·8	+5·9	119·7	112·8	188·2	575	186		207	201	
October	140*	126*	126·4	+5·6	119·9	113·0	188·5	551	195		211	194	
November	140*	126*	126·7	+5·2	120·4	113·1	190·4	529	211		217	207	
December		129*	128·4	+5·9	120·9*	113·3*	193·1	520	225		209	198	
1969													
January					122·0*	113·5*		506	208		208*	205*	

*Provisional. †Not seasonally adjusted.

General assessment of the economic situation

(From the article on the Economic Situation to be published in *Economic Trends*, February 1969. *Unless otherwise stated, this report is based on seasonally adjusted data.*)

IT IS STILL TOO EARLY to assess the full effects of the measures announced in November, raising indirect tax rates under the Regulator, further restricting hire purchase and bank credit, and introducing temporary import deposits. The volume of retail sales fell back in December from the high November level, but the fall may have been limited by the continued availability of goods at 'pre-Regulator' prices. A heavy fall in sales of new cars financed by hire purchase points to a marked reduction in car registrations in January.

There is little doubt that total output continued to rise in the fourth quarter. The index of industrial production in October and November averaged 1 per cent above the third quarter. The volume of consumer spending almost certainly rose, as did the volume of visible exports, and there was probably also an increase in fixed investment by private industry.

The latest Board of Trade intentions inquiry suggests a continuing rise in fixed investment by private industry. The outlook on the basis of this inquiry, even after allowing for some reduction because of the November measures, is for a rise of 10 to 15 per cent in investment between 1968 and 1969, with a strong rise also in investment by the distributive and service industries. The strength of investment intentions is confirmed by the renewed buoyancy of home engineering orders and by the increasing demand for industrial development certificates.

The demand for labour has continued to rise, but at a more moderate rate than in the autumn. The number of wholly unemployed, excluding school-leavers, fell by 15,000 between December and January. Unfilled vacancies for adults, on the other hand, also fell sharply, but it is probable that the December figure was inflated by an unusually high notification of temporary vacancies over the Christmas period.

The retail price index* rose by nearly 6 per cent between December 1967 and December 1968. About two-thirds of this increase, however, resulted from devaluation and indirect tax increases in the Budget in March and again in November. After deducting these effects, the rise in retail prices was below the average of recent years. Wholesale prices* of manufacturing output for the home market rose by about 4½ per cent over the same 12 months.

As to the movement of costs, the unit value of imported industrial materials* rose by over 8½ per cent, and earnings also rose appreciably. The index of hourly wage rates* (which is based on nationally agreed basic rates or minimum entitlements) rose by about 7 per cent during the year, but this figure exaggerates the underlying rate of increase since it includes the exceptional effects of two engineering settlements, in January and December, 1968, each of which raised the index by about 1 to 1½ per cent. The monthly index of average earnings (which is based on a sample of wage and salary payments) increased between November 1967 and November 1968 by about 7½ per cent. Since, however, there was a strong cyclical increase in productivity over this period, there was probably only a very slight increase in unit labour costs.

Output per head in manufacturing industry is provisionally estimated to have risen by 7 per cent between the third quarters of 1967 and 1968. This increase was associated with the sharp upturn in output from the fourth quarter of 1967 and is thus measured over the most favourable phase of the cycle. A comparison with the early stages of the previous cyclical upswing in output shows a similar relation between the growth of output and of output per head; between the second halves of 1962 and 1963 output per head in manufacturing industry increased by 7½ per cent.

The central government's borrowing requirement amounted in the fourth quarter of 1968 to £416 million*, £380 million less than in the fourth quarter of 1967. Comparing the first nine months of the present financial year with the same period of 1967-68, the borrowing requirement has been reduced by almost £600 million. The main reasons for this improvement are the large increase in revenue resulting from the last Budget and the slower growth of public expenditure following the programme cuts decided in January 1968. The improvement is expected to be still more marked in the final quarter of this financial year, as the increased rate of corporation tax and the special charge on investment incomes falls due and as increased receipts under the Regulator and from import deposits flow in. The central government should achieve an unusually large surplus in this period.

The latest figures for bank lending show that the banking sector was substantially above the ceiling set for next March, and that strenuous efforts will be required to be within the ceiling by March. The authorities have emphasized to the banks the importance they attach to these efforts and to the need for quick results.

During the fourth quarter there was a substantial rise, of nearly 3 per cent, in the money supply. This seems to have been associated with a rise in bank lending to the private sector and net sales of government debt by the public. However, it is inappropriate to consider a single quarter's figure in isolation. In the previous quarter there was a significant fall in bank lending to the private sector, and the money supply rose only fractionally. Taking 1968 as a whole, the money supply increased by about 6½ per cent, compared with 10 per cent in 1967. The contractionary influences on the money supply during the current revenue quarter will be particularly strong.

Exports rose £20 million in January, and in the three months November-January were 3 per cent up on the preceding three months August-October and 11 per cent up on May-July. Imports, excluding United States military aircraft, fell £4 million in January; the monthly average in November-January was slightly below August-October. (It is not possible to determine what effect the import deposit scheme had on imports in January; the deposit figures are not seasonally adjusted, and January is a seasonally high month for imports.) Since last spring, against a background of strong expansion in demand and activity in the domestic economy, the trend of imports has fluctuated within narrow limits. In January there was a visible trade deficit (excluding United States military aircraft) of £10 million, giving an average monthly deficit in November-January of £26 million against £43 million in August-October and £76 million in May-July.

* Not seasonally adjusted.

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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume indices for December and year 1968

THIS ARTICLE presents in Tables 1 to 3 the usual monthly unit value and volume indices; comment is confined to the unit value indices – an article elsewhere in this issue, reporting on United Kingdom trade in 1968, deals with changes in the volume of trade. A table is also included in this article expressing United Kingdom trade in terms of United States dollars as well as sterling, and one on unit value indices on a dollar basis; comparable tables will be published quarterly in future.

The indices for December and year 1968

In December the import unit volume index rose by one point to 124 (1961=100) after remaining unchanged in the previous three months; the export unit value index, at 126, was unchanged from November, and the terms of trade fell a point.

The import unit value index was higher in December for food, basic materials, and manufactured goods the increase in the latter being largely accounted for by non-ferrous metals (copper and nickel) and textiles. But the index for imported fuels fell for the third time since July. The export unit value index in December was lower than in November for chemicals, but this was offset by

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) Terms of Trade
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	136	123	106	126	113	115	130	128	128	102
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	130	102
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	131	133	131	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

higher indices for machinery and transport equipment and for miscellaneous manufactured goods.

Following the marked rise immediately after devaluation, the increase in import prices through 1968 has been fairly steady, but moderate, rising about 4 per cent between January and December 1968; the increase was most marked for basic materials, especially in the first half of the year. The index for imported fuels rose to a high point at the beginning of 1968, mainly on account of the rise in the freight and insurance element in landed prices of oil following events in the Middle East and the closing of the Suez Canal. The index remained almost unchanged in the first half of last year, but subsequently fell.

Export prices increased by about 3 per cent shortly after devaluation (October 1967 to January 1968) and by a further 6 per cent by the year end. The increases between December 1967 and December 1968 varied from 6 or 7 per cent for chemicals, textiles and metals to 10 or 11 per cent for the remaining headings.

United Kingdom trade in terms of US dollar

Table 4 shows imports, exports and the visible trade balance, seasonally adjusted, both in terms of sterling and of the United States dollar. The two series show the some proportionate movements, except in the period spanning the pre- and post-devaluation months, when the dollar series reflect a fall, relative to the sterling series, of 14.3 per cent. Table 5 shows the unit value indices for imports and exports, and the terms of trade index, converted to United States dollar terms from the sterling terms in which they are originally calculated.

Table 4 shows that the increase in exports between 1967 and 1968 was, of course, smaller in dollar terms than in sterling. Indeed,

(*Continued on next page*)

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactured	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	63	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139

VALUE AND VOLUME INDICES, *continued*

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			*0 and 1*	*2 and 4*	*3*	*5 to 8*			*0 to 4*	*5 to 8*	*5*	*65*	*67 to 69*	*7*	
Weights	*1,000*		*327*	*222*	*106*	*337*		*1,000*	*125*	*843*	*86*	*65*	*123*	*428*	*141*
1966 1st quarter	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter	*121*		*99*	*99*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
4th quarter	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter	*134*	*133*	*108*	*102*	*158*	*170*	*167*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter	*146*	*144*	*113*	*109*	*165*	*190*	*186*	*135*	*146*	*134*	*167*	*105*	*120*	*130*	*152*
2nd quarter	*142*	*141*	*105*	*112*	*178*	*183*	*178*	*130*	*139*	*129*	*167*	*104*	*115*	*123*	*146*
3rd quatrer	*147*	*144*	*105*	*112*	*180*	*196*	*189*	*139*	*162*	*138*	*171*	*112*	*123*	*130*	*165*
4th quarter	*148*	*144*	*106*	*111*	*185*	*201*	*188*	*140*	*154*	*139*	*168*	*114*	*119*	*134*	*167*
1967 January	*139*	*139*	*103*	*102*	*181*	*172*	*172*	*138*	*149*	*136*	*170*	*113*	*123*	*134*	*152*
February	*131*	*131*	*112*	*93*	*175*	*162*	*162*	*129*	*152*	*127*	*163*	*102*	*115*	*123*	*143*
March	*128*	*127*	*101*	*96*	*160*	*160*	*159*	*120*	*122*	*119*	*140*	*91*	*111*	*113*	*142*
April	*139*	*137*	*109*	*101*	*170*	*177*	*173*	*125*	*136*	*124*	*162*	*96*	*113*	*119*	*139*
May	*133*	*132*	*108*	*106*	*166*	*164*	*160*	*124*	*136*	*122*	*151*	*98*	*120*	*119*	*130*
June	*131*	*130*	*107*	*99*	*136*	*169*	*167*	*118*	*135*	*118*	*154*	*99*	*108*	*110*	*136*
July	*125*	*124*	*103*	*101*	*114*	*159*	*156*	*127*	*144*	*124*	*151*	*94*	*117*	*120*	*138*
August	*128*	*127*	*101*	*103*	*153*	*163*	*160*	*119*	*120*	*120*	*144*	*92*	*111*	*115*	*145*
September	*130*	*129*	*102*	*100*	*191*	*157*	*154*	*118*	*129*	*112*	*144*	*86*	*108*	*101*	*142*
October	*130*	*129*	*89*	*96*	*203*	*164*	*161*	*94*	*107*	*94*	*108*	*73*	*82*	*86*	*123*
November	*137*	*136*	*104*	*110*	*177*	*174*	*170*	*95*	*113*	*94*	*114*	*80*	*83*	*89*	*114*
December	*138*	*137*	*114*	*109*	*163*	*189*	*185*	*123*	*130*	*126*	*182*	*98*	*108*	*121*	*132*
1968 January	*141*	*140*	*111*	*103*	*164*	*180*	*177*	*137*	*166*	*135*	*164*	*107*	*119*	*133*	*151*
February	*150*	*148*	*112*	*115*	*168*	*201*	*195*	*136*	*136*	*135*	*163*	*108*	*122*	*131*	*156*
March	*146*	*145*	*116*	*108*	*164*	*190*	*187*	*131*	*136*	*131*	*173*	*101*	*119*	*124*	*150*
April	*144*	*143*	*108*	*115*	*174*	*182*	*179*	*130*	*130*	*131*	*164*	*102*	*118*	*126*	*154*
May	*146*	*143*	*109*	*113*	*170*	*192*	*184*	*129*	*134*	*129*	*167*	*106*	*112*	*127*	*137*
June	*137*	*135*	*100*	*108*	*190*	*176*	*171*	*129*	*153*	*127*	*170*	*104*	*116*	*117*	*149*
July	*148*	*147*	*108*	*112*	*187*	*195*	*190*	*134*	*152*	*134*	*163*	*110*	*120*	*131*	*150*
August	*147*	*143*	*105*	*111*	*178*	*199*	*188*	*141*	*177*	*139*	*171*	*112*	*130*	*126*	*177*
September	*145*	*143*	*103*	*113*	*176*	*194*	*188*	*143*	*156*	*140*	*181*	*116*	*120*	*132*	*170*
October	*147*	*145*	*108*	*112*	*189*	*192*	*189*	*137*	*152*	*136*	*160*	*113*	*117*	*129*	*171*
November	*151*	*143*	*104*	*109*	*175*	*214*	*191*	*146*	*158*	*145*	*173*	*115*	*128*	*140*	*174*
December	*146*	*143*	*105*	*113*	*192*	*195*	*186*	*138*	*153*	*135*	*171*	*114*	*112*	*131*	*155*

the immediate effect of devaluation was to leave the dollar value of exports in the first half of 1968 below the level in the first half of 1967; the unit value index for exports, converted to dollar terms, immediately after devaluation was well below the pre-devaluation level, while it was above that level in sterling terms. But the strongly rising export trends through 1968 brought the dollar value of exports in the last half year well above the levels of mid-1967 (a period which was almost clear of the effects of dock strikes).

Again, the increase in imports at the beginning of 1968 is more marked in sterling than on a dollar basis, because import prices were lower in dollar terms than before devaluation.

Note:

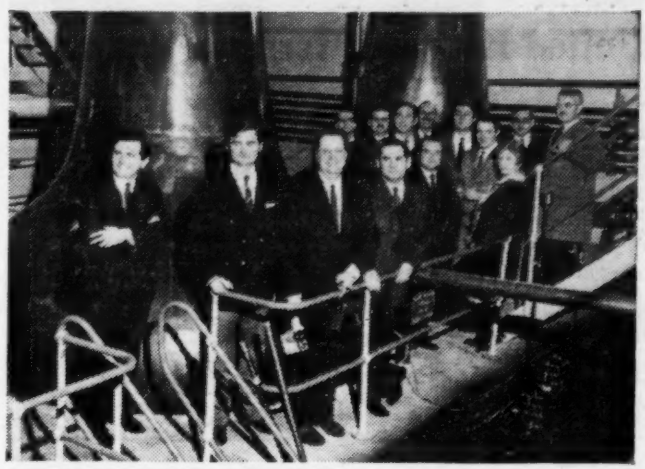
This series of index numbers based on 1961=100 was introduced in the *Board of Trade Journal* of September 1[illegible], an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. The index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form,

Table 4. United Kingdom trade in sterling and in United States dollars, 1966-1968 (seasonally adjusted)

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance
		Total	Excluding US military aircraft		
Sterling basis					£ million
1966	5,047	5,947	5,945	194	— 95
1967	5,029	6,434	6,390	185	—539
1968	6,176	7,899	7,754	218	—695
1966 1st quarter	1,236	1,524	1,524	48	— 69
2nd quarter	1,191	1,476	1,476	48	— 98
3rd quarter	1,284	1,539	1,538	47	— 57
4th quarter	1,338	1,410	1,407	50	+129
1967 1st quarter	1,353	1,577	1,574	47	— 27
2nd quarter	1,284	1,589	1,573	45	—112
3rd quarter	1,261	1,556	1,545	48	— 75
4th quarter	1,131	1,712	1,698	45	—323
1968 1st quarter	1,490	1,941	1,921	55	—179
2nd quarter	1,469	1,925	1,900	51	—230
3rd quarter	1,592	2,000	1,963	56	—152
4th quarter	1,625	2,033	1,962	56	—134
Dollar basis					$ million
1966	14,132	16,652	16,646	543	— 266
1967	13,870	17,694	17,573	510	—1,441
1968	14,822	18,958	18,610	523	—1,668
1966 1st quarter	3,461	4,267	4,267	134	— 193
2nd quarter	3,335	4,133	4,133	134	— 294
3rd quarter	3,595	4,309	4,306	132	— 160
4th quarter	3,746	3,948	3,940	140	+ 361
1967 1st quarter	3,788	4,416	4,407	132	— 76
2nd quarter	3,595	4,449	4,404	126	— 314
3rd quarter	3,531	4,357	4,326	134	— 210
4th quarter	2,963	4,468	4,432	118	— 33
1968 1st quarter	3,576	4,658	4,610	132	— 527
2nd quarter	3,526	4,620	4,560	122	— 350
3rd quarter	3,821	4,800	4,711	134	— 62
4th quarter	3,900	4,879	4,709	134	— 89
					— 31



A party of representatives of Johnnie Walker's French distributors, Simon Freres Ltd., have been visiting the Cardow, Speyside, distillery of John Walker & Sons Ltd. and the company's blending and bottling plants at Barleith and Kilmarnock, Ayrshire. The party was escorted by Mr. E. C. T. Edwards of Johnnie Walker's Export Department, and led by M. Jacques Berthelon (Simon Freres). The photograph shows the party, with the copper pot-stills of Cardow distillery in the background. Mr. Edwards is at the left of the photograph.

Table 5. Import and export unit value index numbers, dollar basis

(1961 = 100)

	Imports					United Kingdom Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	107	112	97	90	115	113	100	115	105	110	118	117	114	105
1968	104	103	92	92	116	106	91	108	97	99	112	110	110	102
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	105	108	92	97	114	109	95	110	102	104	115	114	110	104
1968 1st quarter	103	103	89	92	115	103	90	105	95	97	111	106	108	100
2nd quarter	104	103	92	92	115	106	91	108	97	98	114	109	110	102
3rd quarter	104	103	94	92	117	107	92	110	98	100	113	113	111	103
4th quarter	105	105	95	90	117	108	92	111	99	100	113	113	111	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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United Kingdom trade in January

Exports

EXPORTS in January were £556 million, seasonally adjusted. This brings the average for the three months ending January to £551 million a month, 3 per cent higher that the average for the previous three months August to October (£537 million), and 11 per cent higher than in the three months before that, May to July (£497 million). The three month moving averages in the accompanying table show the vigorous upward trend in exports.

Comparing the latest three months with the middle two quarters of 1967, before devaluation, the increase in value over the 18-month period was 30 per cent in terms of sterling, and 11 per cent in terms of dollars. The rise in the volume of exports was about 16-17 per cent (equivalent to an annual rate of 11 per cent).

Exports of diamonds in January returned to a more normal level. Total exports, however, were influenced by erratically low deliveries of ships, and perhaps to some extent by the effect of the long-shoremen's strike in the United States.

Shipments to North America fell by 4 per cent in November to January compared with August to October; a fall to the United States after a fast rise in earlier months was partially offset by a rapid rise in exports to Canada. The EEC has been one of the most strongly growing markets and exports were 10 per cent higher in November-January than in the preceding three months. Exports to EFTA increased by 4 per cent between the two periods, and deliveries to the rest of Western Europe rose sharply.

EXPORTS f.o.b.

(£ million a month)
Seasonally adjusted

	Month	Three-month average
1968		
May	485	488
June	495	490
July	511	497
August	539	515
September	545	531
October	527	537
November	562	545
December	536	542
1969		
January	556	551

Exports to the sterling area increased moderately in recent months. Deliveries to New Zealand showed renewed growth and exports to the Irish Republic have maintained the high level reached in the second half of 1968.

The average rate of exports to the Soviet Union in the last three months was 16 per cent above the average in August to October. There has also been strong growth in exports to Latin America, while exports to the rest of the world have risen by 8 per cent with deliveries to Japan in particular growing rapidly.

Within the commodity pattern, exports of beverages and tobacco have fallen from their high levels last autumn, when whisky exports to the United States were speeded up in anticipation of the dock strikes there. Deliveries of machinery increased by 3 per cent between the last two periods of three months. Exports of road motor vehicles increased by 8 per cent, but the monthly totals show considerable variations. Textile exports increased by 6 per cent and exports of clothing and footwear and scientific instruments also continued their marked rise.

Table 1A United Kingdom Trade

Seasonally adjusted values. £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1967	419	536	533	15	— 45
1968	515	658	646	18	— 58*
1967 1st quarter	451	526	524	16	— 9‡
2nd quarter	428	530	525	15	— 37
3rd quarter	420	519	515	16	— 25‡
4th quarter	376	571	566	15	—108‡
1968 1st quarter	497	647	641	18	— 59‡
2nd quarter	490	642	633‡	17	— 76‡
3rd quarter	531	666‡	654	19	— 50‡
4th quarter	542‡	678‡	657‡	19	— 44*‡
August	539	667‡	648‡	19	— 27‡
September	545	661‡	650‡	17	— 36‡
October	527	674‡	667‡	19	— 65*‡
November	562	693‡	653‡	19	— 13*‡
December	536‡	666‡	651‡	18	— 55*
1969 January*	556	665	647	20	— 10*
1968 Aug.-Oct.	537	667	655	19	— 43*
Nov. 1968-Jan. 1969*	551	675	650	19	— 26*

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
*Provisional estimates. ‡Revised estimates.

Table 1B Three monthly averages (a)

Seasonally adjusted values. £ million per month

1968 February	483	632	625	18	— 51
March	497	647	641	18	— 59
April	493	657	650	18	— 79
May	488	656	648	17	— 86
June	490	642	633	17	— 76
July	497	649	640	17	— 76
August	515	651	640	18	— 58
September	531	666	654	19	— 50
October	537	667	655	19	— 43*
November	545	676	656	19	— 38*
December	542	678	657	19	— 44*
1969 January*	551	675	650	19	— 26*

*Provisional estimates.
(a) Average of month shown and two preceding months. (See Note (C).)

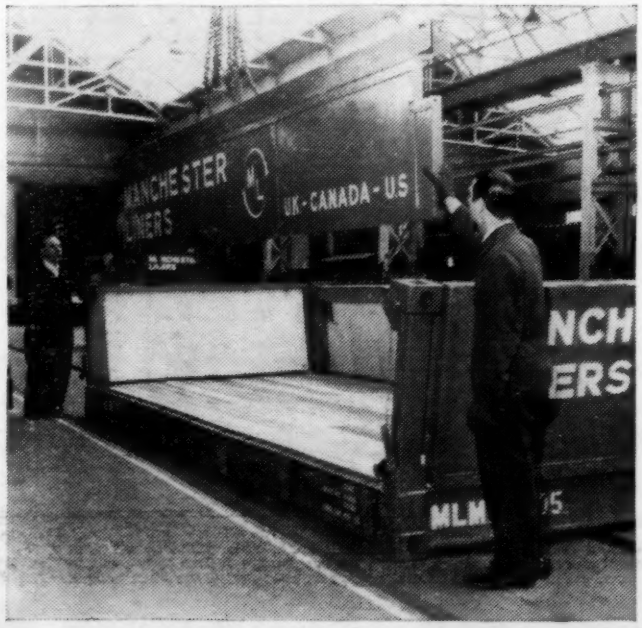
Table 1C

Recorded values. £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.
		Total	Excluding US military aircraft, etc.	
1967 1st quarter	444·8	536·5	535·4	15·4
2nd quarter	446·1	540·1	534·9	15·7
3rd quarter	395·0	507·8	504·1	14·7
4th quarter	390·4‡	560·3‡	555·8‡	15·9‡
1968 1st quarter	501·2	664·2	657·7	18·8
2nd quarter	503·0	645·6	637·1	17·0
3rd quarter	504·0	648·9	636·5	17·8
4th quarter	550·4‡	674·3‡	653·1‡	19·3‡
November	605·9	685·5	644·6	19·7
December	525·9‡	626·9‡	611·0‡	18·4
1969 January*	547·9	733·1	715·1	19·9

*Provisional estimates. ‡Revised estimates.

CONTAINER SERVICES FOR NORTH AMERICA



The North Atlantic container services operated by Manchester Lines Ltd., will use 600 new bulk half-height containers developed by Metropolitan Cammell Limited, Birmingham. The units, have been designed to carry high density cargo and will be used to carry copper ingots.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

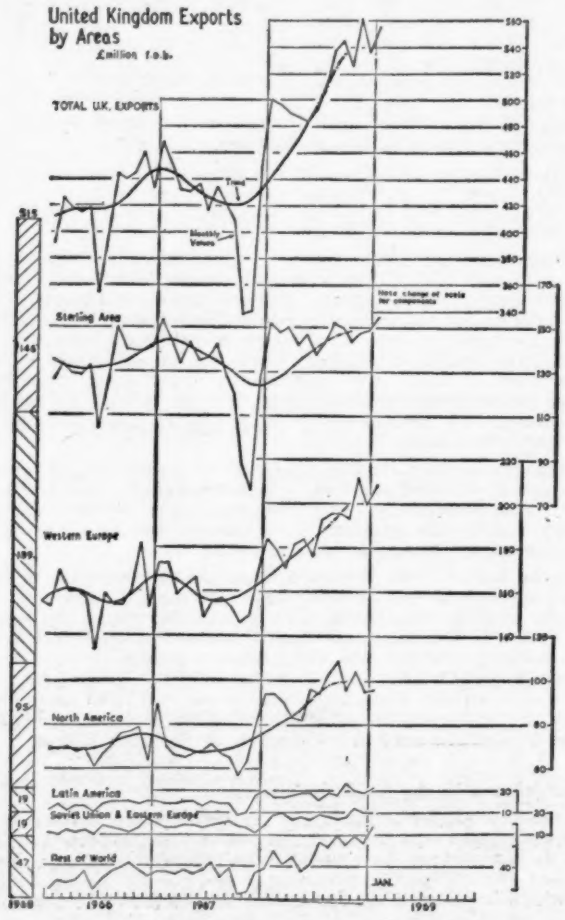


Table 2. United Kingdom Exports: areas †

Seasonally adjusted £ million f.o.b. Monthly averages or calendar months

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968 Year .	515	146	189	100	71	95	19	19	48
1st qtr. .	497	151	178	95	67	95	18	18	43
2nd qtr. .	490	141	179	94	68	87	19	18	43
3rd qtr. .	531	146	195	101	76	99	17	18	51
4th qtr. .	542	147	203	109	75	98	21	20	52
Nov. .	562	149	214	121	76	102	21	21	57
Dec. .	536	149	200	103	77	95	19	20	51
1969 Jan.* .	556	155	209	109	81	96	21	20	58
1968 Aug.-Oct.	537	147	196	102	75	101	19	18	51
Nov. 1968-Jan. 1969*.	551	151	208	111	78	98	20	21	55

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

(*Continued on next page*)

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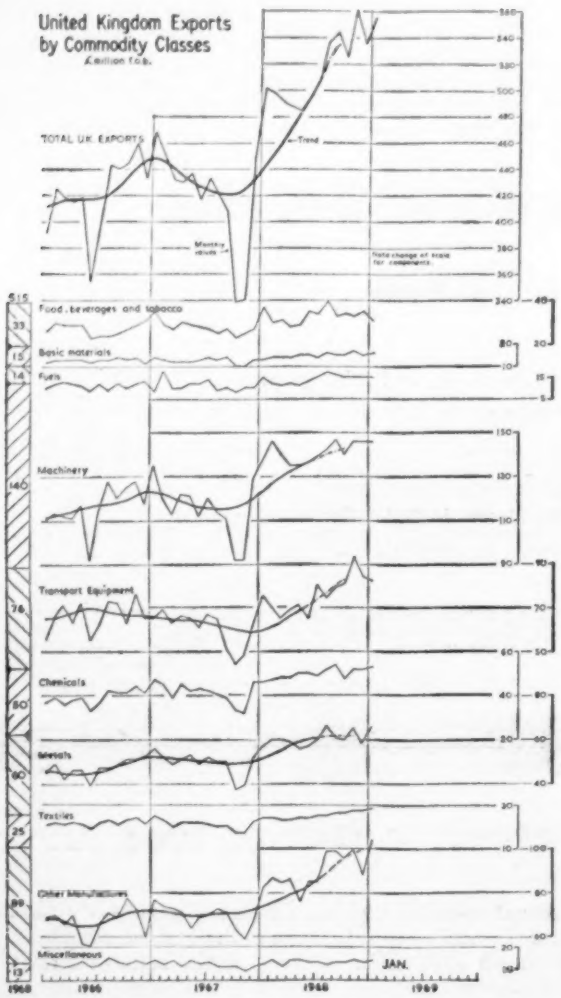


Imports

Imports in January were £647 million (seasonally adjusted and excluding United States military aircraft). Including United States military aircraft, the total was £665 million.

The January figure brought the average for the three months November-January to £650 million a month (excluding United States military aircraft), compared with £655 million in the previous three months. The accompanying table shows that apart from the effects of the abnormally low figure for June, the three month moving averages have remained within a narrow range, in spite of the substantial rise in activity in the home economy.

IMPORTS c.i.f. excluding US military aircraft

(£ million a month)
Seasonally adjusted

	Month	Three-month average
1968		
May	647	648
June	608	633
July	664	640
August	648	640
September	650	654
October	667	655
November	653	656
December	651	657
1969		
January	647	650

The total last month may have been affected to some extent by the dock strikes in the United States. Imports of ships fell back to a more normal level in January, but imports of silver were somewhat higher than in recent months.

As announced by HM Customs import deposits collected in January totalled £96 million. It is not possible to determine what effect the import deposit scheme had on imports in January. The deposit figures are not seasonally adjusted and January is a seasonally high month for imports. Imports of chemicals, other semi-manufactures and finished goods, which are largely subject to the scheme, were a little lower in December and January than the average in the three previous months, but the January figures for these three groups were all partly affected by the delays to imports from the United States.

In the commodity pattern of arrivals in recent months, all classes of imports except food and fuel have fallen slightly. Food and fuel imports were respectively 3 and 2 per cent higher in November to January than in the previous three months, but all other main classes were lower by similar small percentages.

By area, imports from Western Europe and the Soviet Union and Eastern Europe have been rising in recent months while arrivals from the sterling area, North America and the rest of the world have declined. The fall from North America (excluding United States military aircraft) was £13 million a month (11 per cent) between August-October and November-January. Most of this decline was in arrivals from the United States and from quite high figures in the earlier period which probably included some deliveries brought forward in anticipation of the dock strikes.

Other factors in the trade balance

In order to derive a figure for the visible trade balance it is necessary to take into consideration not only the exports and imports as recorded in the monthly trade accounts, but also some valuation adjustments (the principal of which is the cost of freight and insurance included on the import side of the trade accounts)

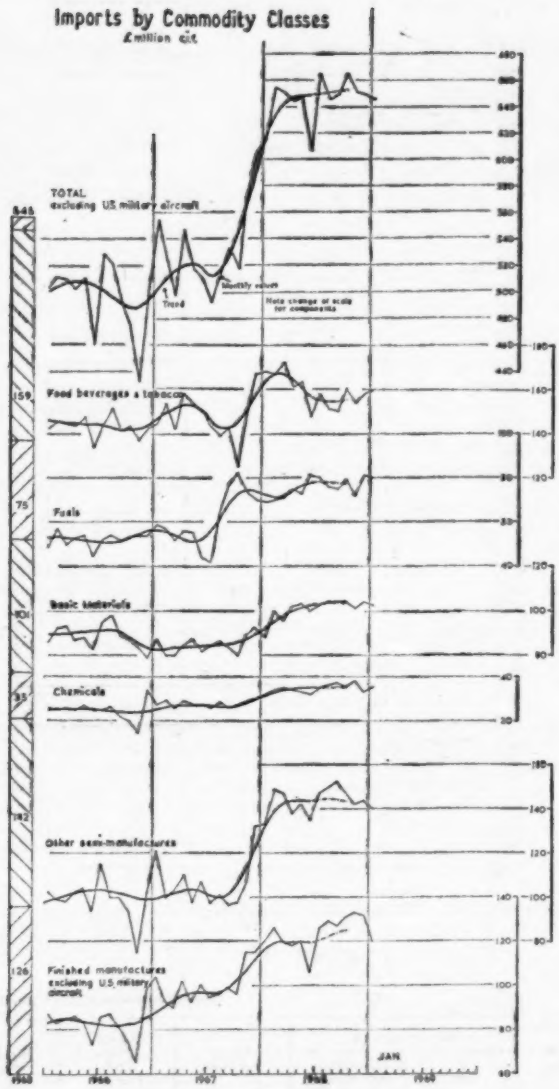
Table 3. United Kingdom Exports: commodity classes

Seasonally adjusted £ million f.o.b.

Monthly averages or calendar months

	Total	Food, beverages, and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1968 Year	515	33	15	14	440	216	140	55	21	50	60	25	89	13
1st quarter	497	32	14	12	427	210	141	51	21	48	59	24	85	12
2nd quarter	490	30	15	12	418	205	134	53	15	49	58	24	83	14
3rd quarter	531	36	15	16	451	218	141	58	18	51	61	25	95	13
4th quarter	542	34	16	15	464	229	144	57	29	51	62	27	94	13
November	562	33	17	15	484	239	146	63	32	53	66	27	100	14
December	536	35	13	15	457	229	146	57	27	52	59	27	88	12
1969 January*	556	31	16	15	484	226	146	62	21	53	66	28	104	14
1968 Aug.-Oct.	537	36	15	16	457	219	142	56	20	51	62	26	98	13
Nov. 1968-Jan. 1969*	551	33	16	15	475	231	146	61	27	53	63	27	97	13

*Provisional estimates.



and a number of items which are not recorded in the accounts (the principal of which is ships built and delivered abroad to United Kingdom owners). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are wide fluctuations from month to month.

In January the net figure for the adjustments made was £62 million compared with £42 million in December. The main factor producing this difference was a fall of £14 million in the figures for ships built and delivered abroad to United Kingdom owners. This figure had been high in December and was unusually low in January.

Visible Trade Balance

There was a visible trade deficit in January of £10 million, seasonally adjusted and excluding United States military aircraft. The improved figure last month brought the average deficit for the period November-January to £26 million a month, compared with the average of £43 million for the previous three months and £76 million in the three months up to last July.

VISIBLE TRADE BALANCE

(£ million a month)
Seasonally adjusted

	Month	Three-month average
1968		
May	−82	−86
June	−60	−76
July	−88	−76
August	−27	−58
September	−36	−50
October	−65	−43
November	−13	−38
December	−35	−44
1969		
January	−10	−26

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. In the first nine months of last year, the surplus on invisibles rose to £27 million a month on a seasonally adjusted basis; in the third quarter it averaged £34 million a month (the latest figure available).

The third element making up the full current account is payments for United States military aircraft. These payments, which differ from the value of arrivals, have averaged £10 million a month in the first nine months of last year and £7 million a month in the fourth quarter, and have been made largely out of corresponding loans from the Export-Import Bank which are included as a credit in the capital account of the balance of payments.

(*Continued on next page*)

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. — Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968 Year	658	646	159	75	278	101	35	142	138	126	9
1st quarter	647	641	168	71	270	95	34	141	130	124	9
2nd quarter	642	633	157	77	272	102	33	137	125	117	10
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
November	693	653	154	74	279	100	38	141	177	135	8
December	666	651	158	81	280	104	33	143	148	132	6
1969 January*	665	647	159	80	277	102	35	140	138	120	6
1968 August.-October	667	655	153	77	287	104	36	146	143	131	9
November 1968-January 1969*	675	650	157	78	279	102	35	141	154	129	7

*Provisional estimates.

UNITED KINGDOM TRADE, *continued*

NOTES :

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on February 27*, and further analysis of the figures will be found in the form of tables in the monthly *Report on Overseas Trade*† for March, due to be published on or about March 28.

2. (a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the trade accounts.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) Three monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three monthly averages give a quite good short-term guide and have the merit of simplicity.

* Accounts relating to the Overseas Trade of the United Kingdom, January, 1969. HMSO, price 30s. by post 31s.

† Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

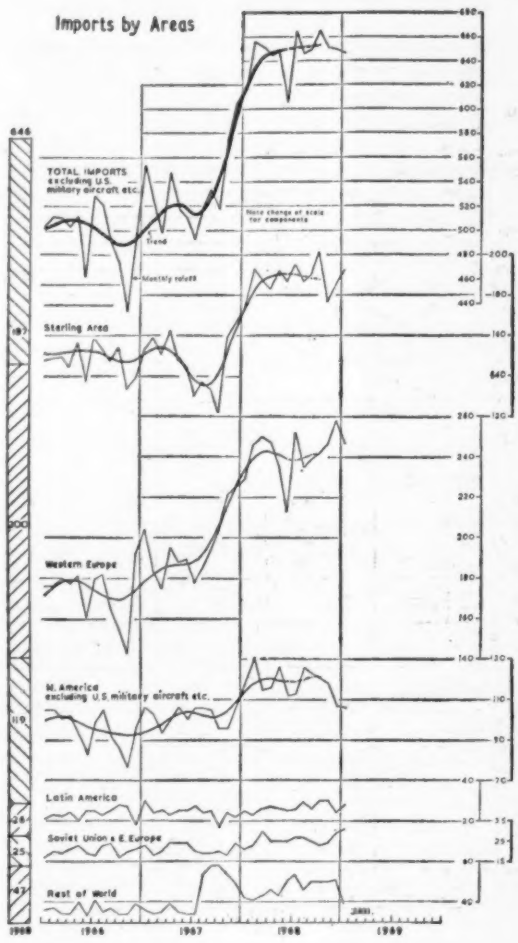


Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f.

Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1968 Year	658	646	187	242	131	119	26	25	47
1st quarter	647	641	184	242	128	122	25	25	42
2nd quarter	642	633	186	233	127	119	26	25	46
3rd quarter	666	654	189	242	133	121	27	26	49
4th quarter	678	657	189	249	137	116	28	25	50
November	693	653	179	247	159	118	30	24	49
December	666	651	185	258	123	107	24	29	51
1969 January*	665	647	192	247	124	106	28	31	39
1968 August-October	667	655	192	239	136	123	29	24	48
November 1968-January 1969*	675	650	185	251	135	110	27	28	46

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

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United Kingdom trade in 1968

Summary

OUR VISIBLE TRADE in 1968 showed the initial effects of the devaluation of sterling on November 18, 1967. Fast growth in world trade last year also contributed to the strong expansion in exports and a substantial rise in home activity played an important part in raising the volume of imports.

Exports last year responded to the first benefits of devaluation and the higher level of international trade with a substantial rise of 23 per cent in value and 14 per cent in volume compared with 1967. Part of the increase was attributable to shipments delayed towards the end of 1967 by dock strikes in Liverpool and London. In the early months of 1968 the underlying growth of exports was masked by this carry-over, which had probably ceased to influence the figures by mid-year, and exports grew very strongly in both value and volume during the second half of 1968.

By December, export prices had risen 9 per cent in sterling terms (equivalent to a fall of 6 per cent in dollar terms) above their level in October 1967, the last complete month before devaluation. It is not possible to separate except in very broad terms the effect of devaluation on the volume of our exports from the influence of world trade, but there can be little doubt that in the second half of the year devaluation was beginning to play a significant part in the strong growth of the volume of exports. By the fourth quarter of 1968, the volume of deliveries had risen by 15 per cent compared with the average of the two middle quarters of 1967, a period preceding devaluation and before exports began to be significantly delayed by dock strikes. The growth was about 11 per cent at an annual rate and three to four times the average of the previous decade.

The value of imports also increased very rapidly in 1968, especially in the early months when prices were rising due to devaluation and the volume of imports was reflecting the rise in consumer spending and domestic activity before the Budget and some carry-over from the end of 1967. Although consumption fell back in the second quarter, economic activity in general continued above the average level in 1967 and increased again in the third quarter. The volume of imports continued more or less at the higher level reached early in the year apart from a dip in the middle of the year probably arising mainly from the French disturbances and a delay to imports affected by the Kennedy Round tariff cuts which came into effect at the beginning of July.

Import prices increased by 11½ per cent between 1967 and 1968, mainly due to devaluation and total imports for the year were about 20 per cent higher by value and just over 9 per cent higher by volume than in 1967 (excluding United States military aircraft). A small part of the increase arose from imports delayed by strikes in 1967 and part was due to high imports of silver and precious stones for reasons largely unconnected with the level of home demand. In addition, a substantial rise in the volume of imports was to be expected on account of the rise in home activity. The higher prices due to devaluation, however, had the effect of restraining the volume of certain classes of imports. The introduction of the import deposit scheme on November 27, 1968 probably did not have any appreciable effect on imports in December.

The strong growth in the value of imports after devalution had an adverse effect upon the deficit on visible trade at the end of 1967 and in the first half of 1968. Thereafter, the marked increase in the value of exports caused the deficit to fall. There was an increase last year of £49 million in the value of ships purchased and delivered abroad for British owners, which are excluded from the trade accounts but are included in the visible trade balance. The total visible trade deficit for the year is provisionally estimated at £691 million excluding United States military aircraft compared with £537 million in 1967.

Table 1. Annual totals

£ million
(percentage change on a year earlier)

	Exports f.o.b.	% change	Imports c.i.f.		% change		Re-exports f.o.b.	% change
			Total	Excluding US military aircraft, etc.	Total	Excluding US military aircraft, etc.		
1959	3,423	+ 5	4,087		+ 7		131	— 7
1960	3,648	+ 7	4,655		+ 14		141	+ 8
1961	3,796	+ 4	4,546		— 2		159	+ 13
1962	3,905	+ 3	4,628		+ 2		158	— 1
1963	4,211	+ 8	4,983		+ 8		154	— 3
1964	4,412	+ 5	5,696		+ 14		153	— 1
1965	4,728	+ 7	5,751		+ 1		173	+ 13
1966	5,047	+ 7	5,947	5,945	+ 3		194	+ 12
1967	5,029	— 0	6,434	6,391	+ 8		185	— 5
1968	6,176	+ 23	7,899	7,754	+ 23	+ 21	218	+ 18

(*Continued on next page*)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

UK TRADE IN 1968, *continued*

Exports

United Kingdom exports in 1968 totalled £6,176 million, 23 per cent higher in terms of sterling than in 1967. Devaluation clearly had an important effect upon the price of exports and by the second half of the year was also beginning to be a significant influence on the volume of deliveries. In 1968 the sterling price of exports (measured by the unit value index) was 8 per cent higher than in 1967, compared with an average increase of about 2 per cent per annum in recent years. The volume of deliveries increased sharply with a rise of 14 per cent compared with 1967. In terms of dollars, the value of exports rose by 7 per cent last year but the dollar price of exported merchandise was 6 per cent lower than in 1967.

The comparisons of the changes in value and volume exaggerate the increases to some extent because the dock strikes at London and Liverpool reduced export deliveries in the latter part of 1967 and increased them in early 1968. This distorting factor accounted perhaps for about a third of the increase in volume between the two years, but apart from this, exports were already rising considerably faster than in the past. Of greater significance than the year on year changes was the strong underlying expansion of exports during the course of 1968. Exports rose by 8½ per cent in value between the second and third quarters and by a further 3 per cent in the fourth quarter to a level 28 per cent higher in sterling terms than in the second and third quarters of 1967, before devalu-

Table 2A. United Kingdom trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1966	421	496		16	— 8
1967	419	536	533	15	— 45
1968	515	658	646	18	— 58*
1966 1st quarter	412	508		16	— 23
2nd quarter	397	492		16	— 33
3rd quarter	428	513		15	— 19
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 9
2nd quarter	428	530	525	15	— 37
3rd quarter	420	519	515	16	— 25
4th quarter	376	571	566	15	—108
1968 1st quarter	497	647	641	18	— 59‡
2nd quarter	490	642	634	17	— 76‡
3rd quarter	591	666‡	654	19	— 50‡
4th quarter	542‡	678‡	657	19	— 44‡
July	511	671‡	664‡	19	— 88‡
August	539	667‡	648‡	19	— 27‡
September	545	661‡	650‡	17	— 36‡
October	527	674‡	667‡	19	— 65*‡
November	562	693‡	653‡	19	— 13*‡
December	536‡	666‡	651‡	18	— 55*
July-September	531	667	654	19	— 50
October-Dec.	542	675	654	19	— 44

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes at end of the article).
* Estimated.
‡ Revised estimates.

Table 2B. Three monthly averages (a)

Seasonally adjusted values — £ million per month

1968 January	430	604	599	17	— 81
February	483	632	626	18	— 51
March	497	647	641	18	— 59
April	493	657	651	18	— 79
May	488	656	648	17	— 86
June	490	642	633	17	— 76
July	497	649	640	17	— 76
August	515	652	641	18	— 58
September	531	667	654	19	— 50
October	537	667	655	19	— 43
November	545	676	656	19	— 38
December	542	678	657	19	— 44

‡ Revised estimates.
(a) Average of month shown and two preceding months.

Table 2C.

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-export f.o.b.
		Total	Excluding US military aircraft etc.	
1966 1st quarter	422·2	514·9	514·9	16·9
2nd quarter	399·4	498·0	497·9	16·3
3rd quarter	400·9	499·7	499·5	14.1
4th quarter	459·8	469·6	469·1	17·4
1967 1st quarter	444·8	536·5	535·4	15·4
2nd quarter	446·1	540·1	534·9	15·7
3rd quarter	395·0	507·8	504·1‡	14·7
4th quarter	390·4‡	560·3‡	558·8‡	15·9
1968 1st quarter	501·2	664·2	657·7	18·8
2nd quarter	503·0	645·6	637·1	17·0
3rd quarter	504·0	648·9	636·5	17·8
4th quarter	550·4‡	674·3‡	653·1‡	19·3
October	518·0	717·8	711·1	19·3
November	605·9	685·5	644·6	19·7
December	525·9‡	626·9‡	611·0	18·4

‡ Revised estimates.

Table 2D. Changes in value, volume and unit values of exports and imports

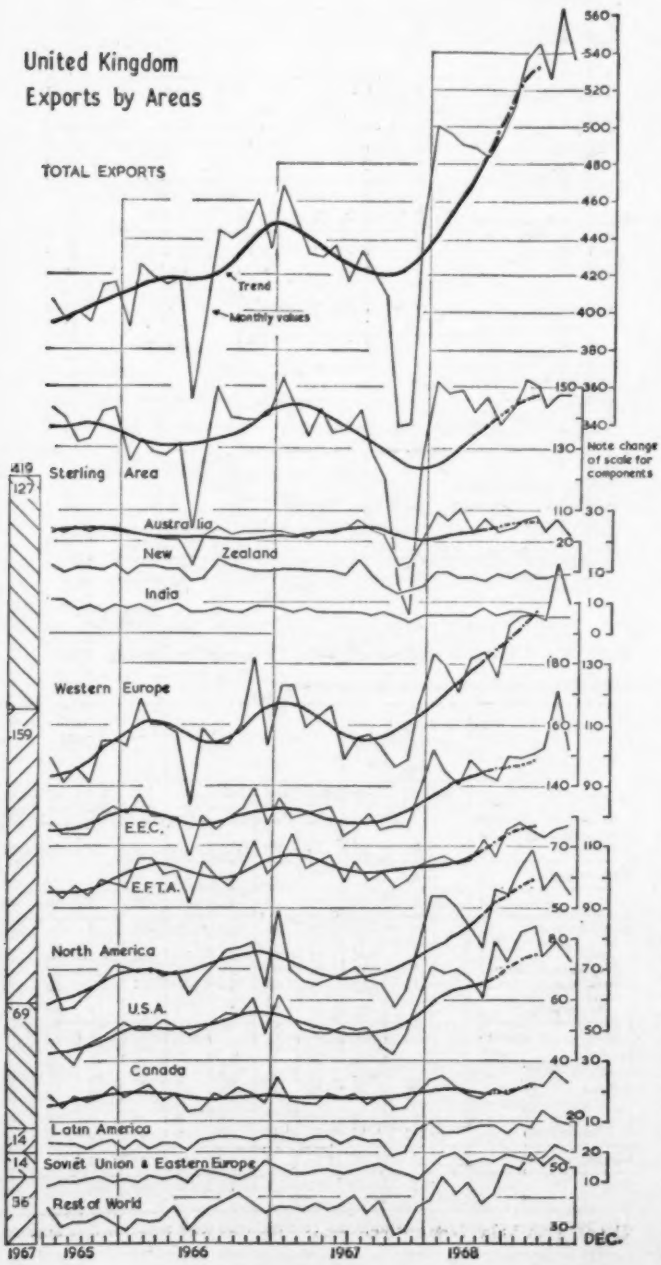
Seasonally adjusted except Unit Values

	Exports f.o.b.			Imports c.i.f. excluding US military aircraft etc.			
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	Terms of trade*
	monthly average			monthly average			
	£m.	1961 = 100		£m.	1961 = 100		1961 = 100
1967 1st qtr.	451	129	114	525	132	108	105
2nd qtr.	428	122	114	525	133	107	106
3rd qtr.	420	121	115	515	127	108	106
October	—	—	116	—	—	110	105
4th qtr.	376	104	116	566	134	113	103
1968 1st qtr.	496	135	121	641	144	120	101
2nd qtr.	489	130	123	634	141	121	102
3rd qtr.	530	139	125	654	144	122	103
4th qtr.	540	140	126	657	144	123	102
	Percentage changes between the average of 2nd and 3rd quarters of 1967 and 4th quarter of 1968						
	+27	+15	+10	+26	+11	+14	—4
	Percentage changes between October 1967 and 4th quarter of 1968						
	—	—	+9	—	—	+12	—3

*Export Unit Value Index as percentage of the Import Unit Value Index.

ation and before the dock strikes significantly affected shipments. The volume of exports increased by 15 per cent between these two periods, which is equivalent to an annual increase of about 11 per cent, or about three or four times the average rate in the previous decade.

These exceptional rises in the value and volume of United Kingdom exports were achieved against a background of fast growth in world trade. For example, it is estimated that exports of manufactured goods from the twelve main manufacturing countries of the world increased by about 14 to 15 per cent in value between 1967 and 1968; the average rate of increase in the previous decade was about 9¼ per cent a year. The effects of the dock strike and the sharp movements in the prices of our exports make it difficult to compare our export performance in 1968 with the average performance of other countries. However, it seems likely that during the course of 1968, as the effects of devaluation began to be felt, the volume of our exports more or less kept pace with the rapid growth of world trade. This tentative conclusion needs to be seen in the context of our past performance: for example while the value of world trade in manufactures increased by about 9¼ per cent a year between 1957 and 1967, the annual growth of United Kingdom exports of manufactures was only about 3 per cent.



Exports to all main areas in 1968 were substantially higher in sterling value than in 1967, with particularly strong increases to the United States, Latin America, the Soviet Union and Eastern Europe and to the 'Rest of the World' group of countries. Deliveries to most areas were distorted in some measure by the delays due to the dock strikes, but these were most important in their effect on shipments to the sterling area.

Exports to the United States increased by 43 per cent in value in 1968, reflecting the increased economic activity and demand for imports in that country. In the third quarter exports were at a particularly high level, partly due to the speeding up of some deliveries in anticipation of dock strikes in the United States; and there was some fall back in deliveries in the fourth quarter. The demand for imports in Canada increased considerably less than in the United States; nevertheless the value of our exports to Canada increased by 21 per cent last year.

Exports to Western Europe were 19 per cent higher in 1968 than in 1967 with the strongest growth in exports to the EEC countries and relatively modest increases to the EFTA countries and to the rest of Western Europe. Deliveries to the EEC had declined during much of 1967 as total import demand weakened in the area, but showed renewed growth toward the end of 1967 which was continued strongly throughout 1968, leading to an average level 24 per cent higher than in 1967. Perhaps about two-thirds of this increase was in the volume of exports. Exports to the other EFTA countries showed little or no growth in the first part of 1968 but rose sharply in the middle of the year. Probably at least half of the annual increase of 13 per cent in exports to EFTA reflected higher prices.

Deliveries to the sterling area were severely distorted by the effects of the dock strikes, and much of the year on year increase of 15 per cent in exports to the area in 1968 was due to the effect of the delays. There were signs, however, of renewed growth of exports to the area in the second half of 1968, particularly in shipments to the developed countries.

Exports to Latin America and to the Soviet Union and Eastern Europe grew strongly at the beginning of 1968, and after maintaining the high levels achieved through much of the year increased further in the fourth quarter. The annual increases to the areas were about 35 per cent and 33 per cent respectively in value, with most of this increase reflecting a higher volume of exports. There was a sharp increase in exports to the 'Rest of the World' group of

Table A. United Kingdom exports: Areas (1)

Seasonally adjusted £ million f.o.b. monthly averages

	Average annual rate of growth	1968	1967				1968			
	1957-67 per cent (2)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Sterling Area	+ 1¼	146	143	137	130	99	151	141	146	147
Australia	..	26	22	24	24	15	29	25	26	24
New Zealand	..	9	11	9	9	4	10	8	8	8
India	..	6	8	7	7	5	6	7	6	5
Republic of South Africa	..	22	24	24	20	18	22	21	23	21
Irish Republic	..	22	15	16	16	16	18	20	23	25
Western Europe	+ 9	189	166	156	158	157	178	179	195	203
EEC	+ 9	100	81	78	80	83	95	94	101	109
EFTA	+ 8½	71	68	62	61	61	67	68	76	75
Other	+13	18	18	16	15	14	17	17	17	20
North America	+ 5½	95	73	68	67	68	95	87	99	98
USA and Dependencies	+ 8	73	54	50	50	52	70	68	80	75
Canada	+ ¾	22	19	18	18	17	23	19	21	24
Latin America	— 0	19	14	14	14	13	18	19	17	21
Soviet Union and Eastern Europe	+12	19	14	14	15	13	18	18	18	20
Rest of world	+ 3¼	47	37	38	36	31	43	43	51	52
Total	+ 5	515	451	428	420	376	497	490	531	542

(1) Figures for Burma and Rhodesia are included with the 'Rest of the World'.
(2) The average annual rate of growth has been estimated from regression lines fitted over the 11 year span 1957-67.

UK TRADE IN 1969, *continued*

countries in mid-1968, resulting in an annual increase of 36 per cent.

In the commodity pattern of trade, the strong growth in exports in 1968 was spread over most of the major categories. Exports of manufactured goods, which accounted for over 85 per cent of total exports, rose by 24 per cent in value, and about 15 per cent in volume; the remaining categories increased by 19 per cent in value. Among non-manufactured goods there was an increase of over 40 per cent in the value of whisky exports.

Exports of chemicals increased strongly during 1968 and were 22 per cent higher in value and 14 per cent in volume than in the previous year. Within the category of manufactures classified mainly by material, the value of diamond exports increased by over 40 per cent; exports of textiles, which had declined during 1967, increased strongly in the course of 1968 and in the year were 19 per cent higher in value. The growth in exports of machinery in 1968 has probably been more modest than for the remainder of manufactured goods; the year on year increase was about 22 per cent in value. Exports of road motor vehicles, which had declined particularly sharply during 1967, recovered strongly in the early part of 1968 and were 26 per cent higher in value for the year as a whole. Deliveries of ships in 1968 were only a little above the 1967 achievement, but exports of aircraft increased by over a third. Among the remaining categories of manufactured goods there was an increase of almost a third in the value of exports of clothing and footwear.

Imports

The value of imports increased in 1968 to a total of £7,754 million excluding United States military aircraft. The rise of about 21 per cent in value compared with 1967 partly reflected the effect on prices of devaluation, although some part of the average change in the price level between 1967 and 1968 was due to market variations in commodity prices in terms of United States dollars. Prices (as measured by the unit value index) increased by 11½ per cent, while the volume increase was just over 9 per cent.

Arrivals of United States military aircraft increased from £43 million in 1967 to £146 million in 1968.

A number of factors contributed to the growth in imports between 1967 and 1968.

A relatively small influence, but of some significance in the early part of the year, was the arrival of goods which had been delayed in the latter part of 1967 by the dock strikes in the United Kingdom.

Of greater magnitude were the sharp increases in imports of silver bullion, mainly on non-resident account, which were £78 million higher, and in diamonds, which were £79 million higher and matched by a similar increase in exports. It is appropriate to set on one side these two increases, peculiar to 1968, in assessing imports last year in relation to past trends.

Looking at imports as a whole, an appreciable increase in volume was to be expected last year, on the basis of past trends, on account of the substantial rise in activity. Figures of g.d.p. for the complete year are not yet available but information for the first three quarters suggest an increase, taking into account the different measures of g.d.p., of about 4 per cent and perhaps rather more. Over the past decade, in relation to an average increase in g.d.p. of 3 per cent, imports have increased in volume by 4½ to 5 per cent or about one and two thirds as fast. (Most advanced countries have experienced faster growth of imports than of g.d.p.) The differential between the growth rates has varied from one year to another but has been a marked increase in the rate of stockbuilding. Also influencing the differential in individual years has been the increase in imports of food, drink and tobacco which occasionally, as in 1968, show appreciable increases although on average over the years the rate of increase has been only small.

Tending to restrain the growth of certain imports last year was the influence of devaluation. Evidence for this arises from the study of particular classes of imports. Although foreign suppliers of certain manufactures cut their prices to offset the rise in the cost of their goods in the United Kingdom market, it is clear that in general the price advantage to United Kingdom producers conferred by devaluation has led to some substitution of British goods in place of foreign supplies.

The trend in imports showed a rapid increase in the early months of 1968, as the initial impact of the new exchange rates caused import prices to rise. By the first quarter of 1968, the unit value index of total imports was 10 per cent higher than in October 1967. In addition, the volume of imports increased in response to the

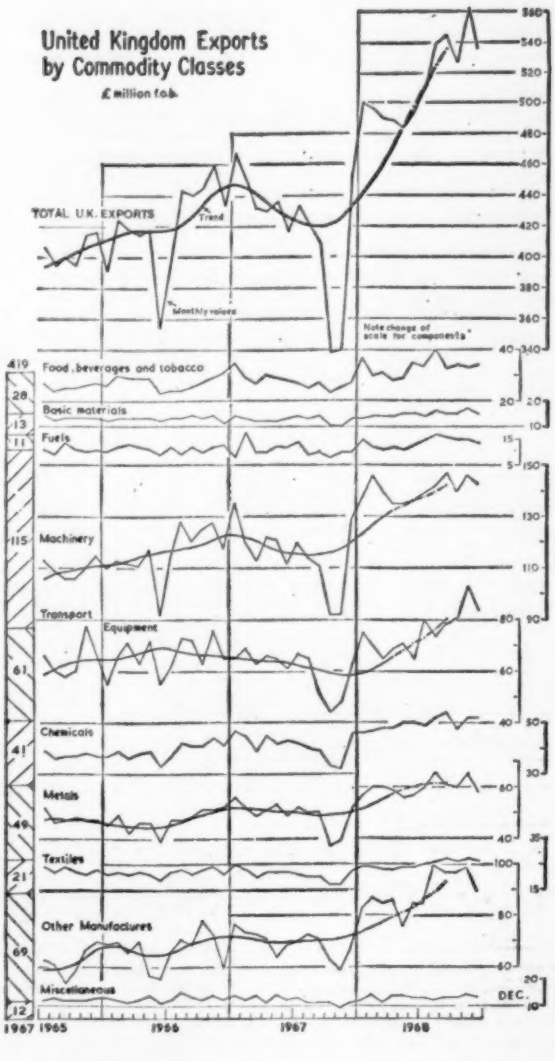
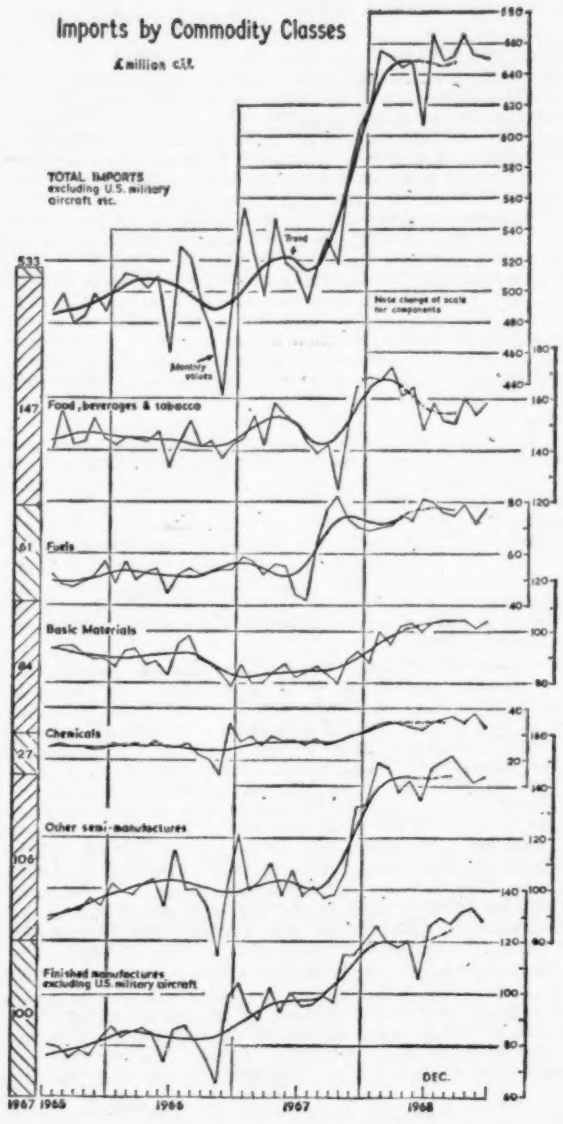


Table B. United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages

	Average annual rate of growth	1968	1967				1968			
	1957-67 per cent (1)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Food, beverages and tobacco	+ 6	33	30	29	27	25	32	30	36	34
Basic materials	+ 3	15	13	13	13	11	14	15	15	16
Fuels	+ 0	14	11	11	11	10	12	12	16	15
Manufactures	+ 5	440	378	364	360	322	427	418	451	464
Non-electric machinery	+ 7½	106	91	88	86	81	106	101	106	110
Electric machinery	+ 5	34	31	29	29	26	35	33	35	34
Road motor vehicles	+ 5½	55	51	46	41	35	51	53	58	57
Other transport equipment	— 2	21	15	17	19	18	21	15	18	29
Chemicals	+ 6½	50	43	43	41	37	48	49	51	51
Metals and miscellaneous metal manufactures	+ 3	60	52	51	51	43	59	58	61	62
Textiles	— 0	25	23	22	20	19	24	24	25	27
Other	+ 7½	89	74	69	73	62	85	83	95	94
Clothing and footwear	+ 6	9	7	7	8	7	8	9	9	11
Instruments	+13½	12	10	11	10	9	12	12	13	13
Miscellaneous	+ 4	13	13	13	12	11	12	14	13	13
Total	+ 5	515	451	428	420	376	497	490	531	542

(1) The average annual rate of growth has been estimated from regression lines fitted over the 11-year span 1957-67.



marked growth in total demand in the economy up to the time of the Budget, including the rapid rise in consumer spending.

After the Budget, consumption fell back but economic activity in general continued above the average level in 1967 and increased further in the third quarter. A particular factor tending to maintain the volume of imports was the sharp swing from the marked running down of stocks in the first quarter of 1968 to substantial stock-building in the second and third quarters. High imports of diamonds and silver also contributed.

After rising sharply by nearly 11 per cent between the second half of 1967 and the first quarter of 1968, the volume of imports fell back about 2 per cent in the second quarter. This was partly due to very low imports in June when the French disturbances and knowledge of the tariff cuts in July held up arrivals. In the second half of 1968, the volume of imports was practically unchanged from the level in the first quarter, despite the rise in activity in the home economy.

Imports of food, beverages and tobacco were high in the first quarter of the year, reflecting in part the carry over from the dock strikes in the autumn of 1967, and partly the changed pattern of tobacco supply resulting from the loss of Rhodesian sources. Arrivals of foods, beverages and tobacco as a group fell sharply in the second quarter but then showed little overall change for the rest of the year. Over the year as a whole they were £141 million (8 per cent) more than in 1967; prices were on average about 3 per cent higher and the volume increased by about 5 per cent.

Basic material imports were £198 million (20 per cent) higher than in 1967. Of this rise, about 10 per cent was due to price increases and 10 per cent was a volume increase. They rose sharply in the early part of the year, but have remained steady since the second quarter.

Imports of semi-manufactures were £521 million (32 per cent) higher than in 1967. Within this group, imports of chemicals were £87 million (26 per cent) higher, while other semi-manufactures were £434 million (34 per cent higher). For chemicals, prices were about 10 per cent higher than in 1967 and there was a volume increase of 14 per cent. For other semi-manufactures prices were 19 per cent higher and there was a 16 per cent volume increase. A large part of the increase was in non-ferrous metals, where copper prices were high and arrivals of silver bullion reflected the increased purchases mainly on behalf of non-residents. Imports of diamonds continued to increase reflecting the growing importance of the London entrepot trade.

Imports of fuel were £176 million (about 25 per cent) higher than in 1967; the volume increase was about 6 per cent, prices being some 17 per cent higher. This price rise reflected not only the increase resulting from devaluation but also changes in the f.o.b. price and in the freight cost throughout the year. The value and volume fell in the first quarter from the high levels of the last quarter of 1967 but partly on account of stockbuilding recovered in the second quarter. The value showed little change for the rest of the year, with a rise in volume offset by a fall in prices.

Imports of finished manufactures (excluding United States military aircraft) were £308 million (26 per cent) higher than in 1967. Prices rose by about 14 per cent, and the volume by about 11 per cent. These imports were high in the first quarter, but fell back in the second quarter partly as a result of the budget measures and

(*Continued on next page*)

Table C. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages.

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
Average annual rate of growth 1957-67 per cent (1)	+5	+4	+2	+5	+3	—1	+11	+7	+17	+16	+17
Year 1968	658	646	159	75	278	101	35	142	138	126	9
1967 1st quarter	526	524	146	56	217	82	27	108	97	96	8
2nd quarter	530	525	154	52	216	84	27	105	104	99	6
3rd quarter	519	515	141	61	209	84	27	99	101	97	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
1968 1st quarter	647	641	168	71	270	95	34	141	130	124	9
2nd quarter	642	633	157	77	272	102	33	137	125	117	10
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7

(1) Annual percentage compound rate of growth measured between the values of imports 1957-67.

UK TRADE IN 1968, *continued*

partly in anticipation of the Kennedy Round tariff cuts becoming effective on July 1. They increased sharply in the third quarter and rose again, though less rapidly, in the fourth quarter. The percentage increase year on year was the same for both capital goods (about three quarters of these imports) and consumer goods.

In the area pattern of trade, the increase of 27 per cent in imports from the sterling area was due mainly to the increased availability of oil imports from Libya and Kuwait in 1968 compared with 1967, when the closure of the Suez Canal disrupted supplies. Imports from Western Europe were 24 per cent up and these from North America 24 per cent higher, reflecting the growth in imports of semi- and finished manufactured goods; the American figure also reflects a drop in oil imports from the United States as normal sources of supply became available again. Imports from the Soviet Union and Eastern Europe increased by 19 per cent. Imports from Latin America increased by 9 per cent, while those from the Rest of the World rose by 8 per cent.

Visible trade balance

The deficit on visible trade in 1968, on a balance of payments and excluding United States military aircraft, is provisionally estimated at £691 million, £154 million more than 1967. There was a marked improvement in the first quarter of 1968 from the monthly average deficit of 108 million in the previous quarter as the arrears of exports resulting from the dock strikes in the autumn of 1967 were cleared. The average monthly deficit for the first quarter of last year consequently fell to £59 million.

The increase in exports in the early months of 1968 largely had masked the sharp impact of devaluation on the sterling cost of imports, but by the second quarter, when the arrears of exports had declined, the average monthly deficit increased to £76 million. With the improvement in exports from June onwards, however, there was a steady reduction in the trend of the deficit, the monthly average for the third and fourth quarters being £50 million and £44 million respectively. Ships built and delivered abroad for British owners, which do not appear in the Trade Accounts but are taken into account in estimating the visible trade balance, were valued at nearly £98 million in 1968 compared with £49 million in 1967.

THE AREA PATTERN OF EXPORTS

The changing pattern

In 1968 37 per cent of our exports went to Western Europe, 18 per cent to North America, 28 per cent to the overseas sterling area, and 16 per cent to the rest of the world. The pronounced downward trend in the proportion to the sterling area, which stood at 43 per cent in 1958, has continued; a fall of 2 percentage points occurred between 1967 and last year. The area which has seen the largest gain as a result of this switch in the pattern of our trade is Western Europe; it accounted for only 27 per cent of United Kingdom exports in 1958. However, in 1968 there was a slight fall in the proportion of our exports sent to Western Europe compared with the previous year; the proportion to North America and the rest of the world both increased.

North America

The increase of 37 per cent in exports to North America was the largest rise to one of our major market areas in 1968. Exports to the United States increased by 43 per cent reflecting the continued vigorous expansion of the United States economy and a rapid increase in demand for imports from all sources. There was a more modest increase in the Canadian import demand and our exports to Canada increased by 21 per cent.

Deliveries to the United States, which had shown renewed growth towards the end of 1967, increased sharply in mid-1968, in part because of a speeding up of deliveries against the threat of dock strikes in the East Coast ports of the United States in the autumn of the year. In the event, the strikes did not start until late December. It is difficult to assess how much of the fall of 6 per cent between the third and fourth quarters may have been due to the combined effects of anticipatory deliveries in the third quarter, and a holding back of goods from late 1968 to early 1969 to benefit from the Kennedy Round tariff cuts made by the United States at the start of 1969.

All the major categories of exports contributed to the increase of 43 per cent in exports to the United States in 1968. One important factor was the high level of deliveries of aircraft engines to be incorporated in military aircraft being purchased by the United Kingdom. The increase in exports in 1968 exclusive of all aircraft engines was 37 per cent. Whisky exports to the United States (which represent more than half of all whisky exports) rose from £5½ million a month in 1967 to about £8 million a month in 1968; anticipatory stock building of whisky in the third quarter against the threat of dock strikes contributed to the sharp increase in total exports in mid-1968.

Deliveries of iron and steel and non-ferrous metals increased by 71 per cent and 55 per cent respectively. This strong growth reflects in part the exceptional increases in United States imports from all sources for the two categories, but also almost certainly represents substantial gains in the share of the United States market. The United States is one of our two major markets for diamond exports (the other being Belgium) and exports in 1968 at £75 million were £20 million higher than in 1967. Deliveries of machinery in 1968 increased by about £6 million a month or nearly 60 per cent; about two-thirds of this increase reflects the high level of deliveries of aircraft engines in 1968. Deliveries of cars were slow to respond to increased demand in the early part of 1968, but grew strongly in the middle of the year. The increase of 33 per cent in value in 1968 was markedly less than the increase in imports into the United States of cars from all sources.

Exports to Canada at about £22 million a month in 1968 were 21 per cent higher in value than in 1967. There was strong growth in exports of road motor vehicles which rose by about £1 million a month, or 77 per cent. Deliveries of ships in the first and last quarters of 1968 also contributed towards the increase in 1968. These erratic deliveries distort the quarterly pattern, but it seems

Table D. Imports: Areas (1)

Seasonally adjusted £ million c.i.f. monthly averages.

	Total	Total excluding US military aircraft, etc.	Sterling Area				Western Europe			North America				Canada	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	Excluding US military aircraft, etc.	USA and Deps. Total	USA and Deps. Excluding US military aircraft, etc.				
Average annual rate of growth 1957-67 per cent (2)	+5	+4	+1	—4	+0	—2	+8	+10	+7	+5	+4	+5	+5	+4	—2	+9	+8
Year 1968	658	646	187	18	16	11	242	131	97	131	119	89	77	43	26	25	47
1967 1st quarter	526	524	154	14	17	11	187	98	78	102	101	63	62	38	26	21	35
2nd quarter	530	525	151	16	16	10	191	104	78	108	102	70	64	39	24	24	36
3rd quarter	519	515	134	15	15	9	185	100	73	109	105	73	68	37	26	19	48
4th quarter	571	566	149	13	14	12	216	119	84	104	99	66	61	38	21	21	53
1968 1st quarter	647	641	184	17	19	12	242	132	95	128	122	82	75	45	25	25	42
2nd quarter	642	633	186	18	16	12	233	125	95	127	119	83	74	45	26	25	46
3rd quarter	666	654	189	18	13	11	242	132	96	133	121	94	81	41	27	26	49
4th quarter	678	657	189	17	17	11	249	133	101	137	116	96	75	41	28	25	50

(1) Figures for Burma and Rhodesia are included with the 'Rest of the World'.
(2) Annual percentage compound rate of growth measured between the valued of imports 1957-67.

clear that there was an underlying upward trend in exports to Canada in the latter part of 1968.

Overseas sterling area

In the final quarter of 1967 and the first half of 1968, exports to the sterling area were severely affected (proportionately more than deliveries to other areas) by the dock strikes at Liverpool and London. In the first half of 1968 as the carry-over from the dock strikes diminished shipments to the sterling area declined, but there was probably a modest underlying growth in the value of exports to the area during the course of 1968. In 1968 the average level of exports to the area at £146 million a month was 15 per cent higher than in 1967. However, the greater part of this value increase was probably due to the distortions resulting from the dock strike. It is unlikely that there was a significant underlying increase in the volume of exports between the two years.

There was a rather greater increase in the value of exports to the four main developed countries of the area (Australia, New Zealand, South Africa and the Irish Republic) than to the rest of the sterling area. Exports to Australia were 33 per cent higher in 1968 than in 1967 partly due to the higher valuation in terms of United Kingdom export prices but also reflecting the strong growth in demand in that country. Some part of the year on year increase in the value of exports reflects the severe effects of dock strikes. Deliveries during 1968 were erratic and there is no firm evidence of a growth in exports to Australia in the course of the year. The increases between 1967 and 1968 was spread widely over many categories of exports. The effects of the dock strikes also

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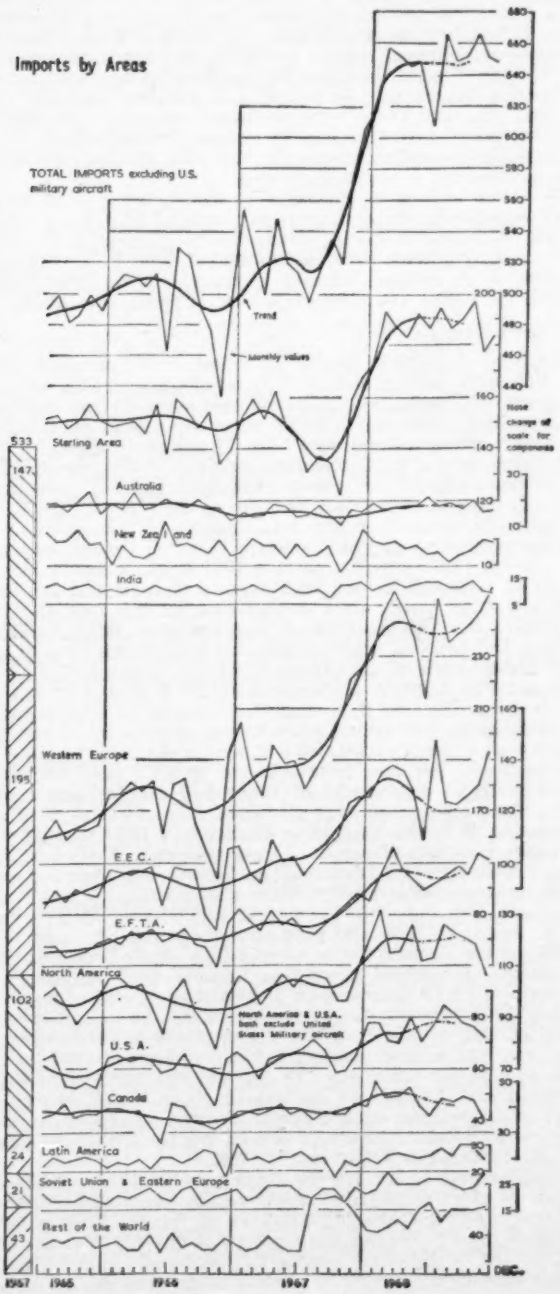

Table 3. United Kingdom exports: By areas and countries. Non-Sterling area

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1966	Year 1967	Year 1968
Non-Sterling Area:			
North America	841·2 (+*20*)	828·1 (— *2*)	1,138·1 (+*37*)
Canada	215·3 (+ *7*)	213·5 (— *1*)	259·1 (+*21*)
United States & Deps.	625·9 (+*25*)	614·6 (— *2*)	879·0 (+*43*)
Western Europe	1,895·7 (+ *9*)	1,910·7 (+ *1*)	2,264·9 (+*19*)
EFTA (including Finland)	739·6 (+*11*)	758·4 (+ *3*)	856·2 (+*13*)
Finland	75·6 (+ *5*)	71·3 (— *6*)	78·7 (+*10*)
Sweden	229·9 (+ *5*)	218·9 (— *5*)	256·3 (+*17*)
Norway	106·9 (+*24*)	127·0 (+*19*)	124·6 (— *2*)
Denmark and Greenland	134·1 (+ *8*)	143·7 (+ *7*)	161·2 (+*12*)
Switzerland and Liechtenstein	105·2 (+*18*)	110·9 (+ *5*)	124·9 (+*13*)
Portugal, Azores and Madeira	47·2 (+*16*)	48·0 (+ *2*)	59·7 (+*24*)
Austria	40·8 (+*18*)	38·6 (— *5*)	51·0 (+*32*)
EEC	957·1 (+ *6*)	963·7 (+ *1*)	1,195·9 (+*24*)
Western Germany	253·4 (— *1*)	246·7 (— *3*)	323·3 (+*31*)
Netherlands	196·3 (+ *2*)	193·7 (— *1*)	242·3 (+*25*)
Belgium and Luxembourg	182·0 (+ *7*)	178·7 (— *2*)	235·6 (+*32*)
France	197·3 (+*11*)	204·4 (+ *4*)	234·4 (+*15*)
Italy	128·0 (+*18*)	140·3 (+*10*)	160·3 (+*14*)
Other Western Europe: Spain, Canary Islands and Spanish Ports in North Africa	112·5 (+*18*)	102·7 (— *9*)	112·9 (+*10*)
Other	86·5 (+*24*)	85·9 (— *1*)	99·9 (+*16*)
Soviet Union and Eastern Europe	146·7 (+*29*)	167·6 (+*14*)	222·7 (+*33*)
Soviet Union	49·7 (+ *6*)	63·3 (+*27*)	102·1 (+*61*)
Other	97·0 (+*46*)	104·4 (+ *8*)	120·6 (+*16*)
Latin America	159·8 (+ *1*)	167·1 (+ *5*)	225·4 (+*35*)
Venezuela	23·5 (— *5*)	21·4 (— *9*)	32·4 (+*51*)
Argentine Republic	23·2 (—*14*)	24·9 (+ *7*)	33·6 (+*35*)
Other	113·1 (+ *6*)	120·8 (+ *7*)	159·4 (+*32*)
Other Non-Sterling	418·0 (+ *2*)	427·6 (+ *2*)	569·1 (+*33*)
Middle East	199·3 (+ *7*)	175·2 (—*12*)	271·2 (+*55*)
Israel	51·9 (— *2*)	49·2 (— *5*)	86·7 (+*76*)
Africa	33·1 (—*51*)	36·0 (+ *9*)	55·6 (+*54*)
Asia	158·8 (+*21*)	187·0 (+*18*)	205·4 (+*10*)
Burma	8·1 (+ *3*)	6·4 (—*21*)	7·7 (+*21*)
Japan	65·0 (+*29*)	82·8 (+*27*)	94·9 (+*15*)
Extra-European Possessions of European Countries	26·8 (+ *1*)	29·4 (+*10*)	36·8 (+*25*)
Total Non-Sterling Area	3,461·4 (+*11*)	3,501·1 (+ *1*)	4,420·2 (+*26*)

UNITED KINGDOM TRADE IN 1968, *continued*

TABLE 3, *continued*

	Year 1966	Year 1967	Year 1968
Sterling Area:			
Commonwealth Europe	33·5 (+ 5)	34·9 (+ 4)	46·4 (+33)
Cyprus	16·5 (+ 6)	16·4 (— 0)	22·7 (+39)
Other Western Hemisphere	92·4 (+ 7)	85·7 (— 7)	101·1 (+18)
Jamaica	23·8 (+ 2)	23·2 (— 2)	28·1 (+21)
Trinidad	23·4 (— 7)	19·8 (—15)	23·3 (+17)
Australasia and Pacific	388·5 (— 6)	359·9 (— 7)	425·4 (+18)
Australia	255·5 (— 9)	253·9 (— 1)	312·4 (+23)
New Zealand	126·3 (+ 1)	99·4 (—21)	103·1 (+ 4)
Commonwealth Asia	328·0 (— 4)	295·1 (—10)	307·8 (+ 4)
India	95·4 (—16)	81·6 (—15)	71·6 (—12)
Pakistan	52·6 (+ 4)	50·8 (— 3)	46·8 (— 8)
Ceylon	23·3 (+23)	20·6 (—12)	22·8 (+11)
Malaysia	50·5	43·1 (—15)	47·9 (+11)
Singapore	39·6 (—2)	35·8 (—10)	39·9 (+12)
Hong Kong	64·9 (— 0)	61·0 (— 6)	76·4 (+25)
Commonwealth West Africa	108·4 (—14)	99·6 (— 8)	103·2 (+ 4)
Sierra Leone	9·5 (— 8)	8·2 (—13)	9·9 (+19)
Ghana	30·6 (—25)	30·4 (— 1)	32·6 (+ 7)
Nigeria	65·9 (— 9)	58·5 (—11)	57·7 (— 1)
Other Commonwealth Africa	107·0 (+35)	108·7 (+ 2)	124·2 (+14)
Zambia	26·3 (+74)	26·1 (— 1)	35·0 (+34)
Malawi	6·0 (+71)	6·0 (— 1)	7·2 (+20)
Tanzania	14·9 (+35)	14·2 (— 5)	18·5 (+31)
Kenya	43·4 (+27)	47·4 (+ 9)	47·0 (— 1)
Mauritius	5·4 (—13)	5·4 (+ 1)	5·9 (+ 8)
Commonwealth Middle East	17·0 (+ 3)	24·1 (+42)	36·4 (+51)
Bahrain	7·6 (—12)	8·4 (+10)	10·7 (+27)
Non-Commonwealth Middle East	79·8 (+23)	66·3 (—11)	81·8 (+23)
Libya	28·8 (+32)	22·5 (—22)	34·2 (+52)
Jordan	9·0 (+ 8)	7·0 (—22)	8·1 (+15)
Southern Yemen	13·2 (— 5)	9·3 (—29)	8·2 (—13)
Kuwait	25·8 (+37)	25·1 (— 2)	28·6 (+14)
Other Sterling Area	430·8 (— 3)	453·3 (+ 5)	529·4 (+17)
Irish Republic	179·0 (+ 2)	186·5 (+ 4)	260·5 (+40)
Iceland	7·4 (+ 8)	7·0 (— 5)	6·7 (— 4)
Republic of South Africa	242·9 (— 7)	257·6 (+ 6)	260·7 (+ 1)
South West Africa	1·5 (—30)	2·1 (+46)	1·4 (—35)
Total Sterling Area	1,585·5 (— 1)	1,527·7 (— 4)	1,755·7 (+15)

Table 4. Composition of United Kingdom exports

Per cent

	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968
Engineering products	43·1	43·3	44·3	44·1	44·7	43·5	44·2	45·5	44·3	44·3
Machinery	24·5	24·5	27·7	27·8	28·0	26·7	26·7	27·5	27·5	27·2
Road motor vehicles	11·9	12·2	10·2	11·6	11·8	14·8	12·0	11·4	10·4	10·7
Aircraft, aircraft engines	4·4	3·7	3·7	2·7	2·6	2·0	2·9	4·0	3·7	4·6
Ships and boats	1·4	1·4	2·3	0·9	1·0	0·7	0·7	0·9	1·4	1·3
Professional, scientific and controlling instruments	1·2	1·3	1·5	1·6	1·8	2·0	2·1	2·3	2·4	2·4
Metals	12·9	12·6	12·3	12·0	11·0	11·3	11·8	11·1	11·8	11·7
Textiles (inc. wool tops)	8·3	8·2	7·5	7·1	7·1	7·1	6·4	5·7	5·4	5·2
Chemicals	8·6	8·8	8·6	8·8	8·7	9·3	9·3	9·3	9·8	9·7
Other manufactures	12·2	12·1	12·6	12·5	12·6	13·4	13·5	13·7	14·1	14·9
Coal, coke	0·7	0·8	0·8	0·8	1·1	0·8	0·5	0·4	0·3	0·3
Petroleum products	2·8	2·9	2·5	2·9	2·8	2·3	2·3	2·3	2·3	2·4
Food, beverages and tobacco	5·7	5·5	5·6	5·6	6·1	6·4	6·3	6·5	6·6	6·5
Other	5·7	5·8	5·8	6·2	5·9	5·9	5·7	5·5	5·4	5·0

distorted the annual totals of exports to New Zealand. Despite this, however, the recorded increase in value was only 4 per cent with probably a small fall in the volume of deliveries. This reflected the decline in New Zealand's total imports during 1967 and the early part of 1968; delivery of ships in 1967 not continued in 1968 also held back the annual increase. There were, however, signs of renewed growth in exports to New Zealand in the latter part of 1968.

There was only a marginal increase in the value of exports to South Africa in 1968 and, if allowance is made for the effects of the dock strikes, there was an underlying fall. Again, this reflects the markedly lower level of imports from all sources during much of 1968 compared with 1967. Exports to the Irish Republic grew strongly during the course of 1968, with a particularly strong increase in mid-year; in 1968 as a whole exports averaged about £6 million a month, or about 40 per cent, more than in 1967. Greatly increased exports of diamonds accounted for about £2 million a month of the increase.

Exports to the other sterling area countries in total declined during 1967 and during 1968 did not recover their level of the first quarter of 1967 (except in the first quarter of 1968 when they were inflated by carry-over from the dock strikes). There was a continued decline in exports to India, and a fall also in exports to Pakistan. Exports to Hong Kong increased by about a quarter, recovering from the fall in 1967, as demand increased rapidly in that market. There were increased shipments in 1968 to a number of Middle East sterling area countries, where the level of exports had fallen sharply in the third quarter of 1967 as a consequence of the Middle East war.

In Africa, exports to Nigeria were slightly lower in 1968 than in 1967, continuing the decline from the level in 1965. There were strong increases, however, in exports to Zambia and Tanzania. Exports to the West Indies increased by about a fifth; there were substantial percentage increases in exports to the three Commonwealth European countries – Gibraltar, Cyprus and Malta.

Western Europe

Exports to Western Europe increased by 19 per cent in value in 1968 with perhaps half of this reflecting a rise in the volume of trade. Deliveries to EEC countries were 24 per cent higher than in 1967; deliveries to EFTA countries and to the other countries of Western Europe were both 13 per cent higher.

Exports to the EEC countries declined during much of 1967 as economic activity in the market slackened but grew strongly towards the end of the year and during the course of 1968, as the demand for imports in the area increased. The up-turn in the German economy was an important factor in the renewed growth of activity. There were increases in 1968 in exports of a fairly wide range of commodities, although exports of food and live animals fell, the latter partly as a consequence of the foot and mouth epidemic, but also because of the operation of the EEC levy system. Deliveries of road motor vehicles increased by over a half, with higher levels of car exports playing a major part.

Exports to Western Germany were £6 million a month or 31 per cent more in 1968 than in 1967. Deliveries of ships and aircraft contributed to this strong growth, but many other categories of exports also shared substantial increases. A rise of £5 million a month or 32 per cent in exports to Belgium and Luxembourg owed much to an increase of about half (£2½ million a month) in diamond exports. In 1968 diamonds formed over a third of our exports to Belgium. Exports to France and Italy showed smaller increases in 1968 and rose by 15 per cent and 14 per cent respectively. Deliveries to France in mid-year were disturbed by the consequences of the troubles there and, partly as a result of this, were markedly higher in the second half of 1968 than in the first half. Exports to Italy also grew strongly in the later part of 1968 as the general demand for imports in Italy showed renewed growth.

There was renewed growth in imports from all sources into continental EFTA countries in 1968 after a period of no increase during 1967. United Kingdom exports to the countries showed little increase in the early months of 1968, but rose strongly in mid-year. The largest increases in relative terms in 1968, of 24 per cent and 32 per cent, were to the smallest markets in the area Portugal and Austria; an increase of about a half in exports of road motor vehicles contributed to the rise in exports to Austria. Exports to Sweden, the major market for the United Kingdom in EFTA, increased by 17 per cent in 1968.

Exports to Norway fell by 2 per cent in 1968; slightly lower deliveries of ships played a small part in this performance.

Exports to the remaining countries of Western Europe fell during 1967 as the demand for imports in Spain, the major market for the United Kingdom among this group of countries, declined. There was some recovery in exports to the area during the course

of 1968 with an increase of 10 per cent in exports to Spain and rather stronger increases in exports to Greece and Turkey.

Rest of the World

Deliveries to Latin America and the Soviet Union and Eastern Europe maintained their levels during much of 1968, exports to both areas showed further growth in the last quarter of the year.

Exports to Brazil more than doubled to £44 million in 1968; deliveries of aircraft contributed to this exceptional increase, but higher exports of machinery were also an important factor. There were also increases in exports to many other Latin American countries: only Chile and Peru of the more important markets did not receive higher United Kingdom exports in 1968. Export deliveries to Latin America as a whole in 1968 were about 35 per cent higher than in 1967.

The strong growth of recent years in exports to the Soviet Union and Eastern Europe continued and in 1968 exports to the area were a third higher than in 1967 and almost double the value of 1965. There was an extremely sharp rise of nearly two-thirds in exports to the Soviet Union, with machinery exports almost doubling and exports of textiles increasing by more than a half. Deliveries of aircraft contributed to the increase of more than 200 per cent in exports to Rumania in 1968. These large rises were only partially offset by lower exports to Poland and Eastern Germany.

Exports to Japan showed little growth from the middle of 1967 to the third quarter of 1968, but increased sharply toward the end of the year. The increase of 15 per cent in exports to Japan was relatively modest given the background of demand in that country; one unfavourable factor was a sharp fall in exports of metals from the high level of 1967. Exports to the remaining countries of the world grew strongly in mid-1968, and were over a third higher in 1968 than in 1967. The growth was particularly strong in exports to the Middle East countries. There was an increase of almost a half in exports to Iran and of about three-quarters in exports to Israel. The increase to Israel owed something to higher levels of diamond exports and deliveries of ships. (Israel is the third largest market for diamond exports: in 1968 almost a half of our exports to Israel were diamonds.) Deliveries of aircraft, and associated ground equipment, contributed to the increase in exports to Saudi Arabia. Exports to China fell by about a quarter to £29 million.

COMMODITY PATTERN OF EXPORTS

The changing pattern

Over the last decade the broad commodity pattern of our exports has shown only a gradual change. In 1959 manufactured goods accounted for 84 per cent of total United Kingdom exports; after falling to 83 per cent in 1963 the proportion had risen to 85 per

(*Continued on next page*)

Table 5. United Kingdom exports: Machinery and transport equipment

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1966	Year 1967	Year 1968
Machinery other than electric	1,043·5 (+ *12*)	1,036·1 (— *1*)	1,268·8 (+ *22*)
Aircraft engines	71·1 (+ *29*)	87·6 (+ *23*)	146·8 (+ *68*)
Internal combustion engines, other than aircraft	107·2 (+ *1*)	105·7 (— *1*)	122·2 (+ *16*)
Other power generating equipment	31·4 (+ *5*)	37·4 (+ *19*)	44·9 (+ *20*)
Tractors	112·9 (+ *12*)	96·8 (— *14*)	105·6 (+ *9*)
Other agricultural machinery	30·4 (+ *5*)	26·8 (— *12*)	33·3 (+ *24*)
Office machines	77·3 (+ *73*)	78·6 (+ *2*)	90·0 (+ *14*)
Metal working machinery	55·4 (— *12*)	55·3 (— *0*)	69·8 (+ *26*)
Textile leather machinery	98·2 (+ *13*)	93·7 (— *5*)	119·7 (+ *28*)
Machines for special industries	125·1 (+ *0*)	122·8 (— *2*)	154·5 (+ *26*)
Heating and cooling equipment	42·5 (+ *24*)	49·9 (+ *17*)	58·9 (+ *18*)
Pumps, centrifuges, etc.	50·7 (— *2*)	50·1 (— *1*)	58·4 (+ *16*)
Mechanical handling equipment	47·9 (+ *14*)	44·5 (— *7*)	46·5 (+ *5*)
Other machinery	193·4 (+ *18*)	186·9 (— *3*)	218·1 (+ *17*)
Electrical machinery	345·5 (+ *5*)	345·0 (— *0*)	409·5 (+ *19*)
Electric power machinery	51·3 (+ *4*)	55·1 (+ *7*)	59·6 (+ *8*)
Switchgear	36·1 (— *3*)	34·0 (— *6*)	37·2 (+ *10*)
Electric distribution equipment	38·2 (+ *13*)	31·5 (— *17*)	46·3 (+ *47*)
Televisions, radios	7·6 (— *0*)	6·0 (— *21*)	7·3 (+ *21*)
Other telecommunication equipment	79·5 (+ *10*)	83·3 (+ *5*)	95·8 (+ *15*)
Domestic electric equipment	28·5 (— *11*)	27·0 (— *5*)	35·3 (+ *31*)
Other electrical machinery	104·3 (+ *6*)	108·0 (+ *4*)	127·9 (+ *18*)
Transport equipment	791·8 (+ *9*)	726·8 (— *8*)	910·1 (+ *25*)
Road motor vehicles	576·0 (+ *2*)	522·6 (— *9*)	659·6 (+ *26*)
Cars and chassis	234·3 (— *7*)	211·3 (— *10*)	280·3 (+ *33*)
Commercial vehicles and chassis	138·4 (+ *5*)	113·7 (— *18*)	124·9 (+ *10*)
Aircraft and parts	130·0 (+ *61*)	97·6 (— *25*)	135·2 (+ *38*)
Ships and boats	47·8 (+ *40*)	69·0 (+ *44*)	77·9 (+ *13*)
Machinery and transport equipment	2,180·8 (+ *10*)	2,108·0 (— *3*)	2,588·3 (+ *23*)

Table 6. United Kingdom exports: Other manufactures

£ million f.o.b.
(*percentage change on a year earlier*)

	Year 1966	Year 1967	Year 1968
Chemicals	469·3 (+ *6*)	492·1 (+ *5*)	599·2 (+ *22*)
Chemical elements and compounds	110·9 (+ *4*)	117·9 (+ *6*)	151·4 (+ *28*)
Dyeing, tanning and colouring materials	56·4 (+ *3*)	57·0 (+ *1*)	68·7 (+ *20*)
Medicinal and pharmaceutical products	73·2 (+ *10*)	77·8 (+ *6*)	96·1 (+ *24*)
Essential oils, toilet, polishing and cleansing preparations	40·6 (+ *8*)	43·4 (+ *7*)	52·1 (+ *20*)
Fertilisers	7·9 (— *4*)	8·4 (+ *7*)	7·2 (— *14*)
Plastic materials	89·4 (+ *7*)	94·5 (+ *6*)	110·4 (+ *17*)
Manufactured goods classified chiefly by material	1,249·0 (+ *3*)	1,260·4 (+ *1*)	1,571·0 (+ *25*)
Leather, leather manufactures, etc.	33·0 (+ *8*)	30·5 (— *8*)	41·3 (+ *36*)
Rubber manufactures	47·8 (+ *2*)	53·8 (+ *13*)	61·2 (+ *14*)
Wood and cork manufactures, etc.	4·8 (— *18*)	5·2 (+ *9*)	6·2 (+ *20*)
Paper	53·9 (+ *6*)	53·7 (— *0*)	66·3 (+ *23*)
Textile manufactures	261·0 (— *5*)	250·3 (— *4*)	298·7 (+ *19*)
Wool yarns and woven fabrics	84·1 (— *5*)	78·0 (— *7*)	86·7 (+ *11*)
Cotton yarns and woven fabrics	37·5 (— *11*)	33·6 (— *10*)	38·3 (+ *14*)
Man-made fibre yarns and woven fabrics	55·1 (— *5*)	57·4 (+ *4*)	70·5 (+ *23*)
Miscellaneous textile manufactures	84·3 (— *2*)	81·3 (— *4*)	103·2 (+ *27*)
Non-metallic mineral manufactures, n.e.s.	286·1 (+ *17*)	275·8 (— *4*)	375·7 (+ *36*)
Pottery and glass	45·2 (+ *6*)	45·2 (+ *0*)	52·4 (+ *16*)
Pearls, diamonds and precious stones	204·5 (+ *23*)	195·7 (— *4*)	280·5 (+ *43*)
Iron and steel	215·1 (— *8*)	229·1 (+ *7*)	266·0 (+ *16*)
Non-ferrous metals	192·2 (+ *15*)	208·4 (+ *8*)	271·7 (+ *30*)
Miscellaneous metal manufactures	155·2 (— *0*)	153·6 (— *1*)	183·6 (+ *20*)
Miscellaneous manufactured articles	379·6 (+ *6*)	412·2 (+ *9*)	520·0 (+ *26*)
Clothing and footwear	69·3 (+ *7*)	83·5 (+ *20*)	109·8 (+ *31*)
Scientific instruments	113·8 (+ *13*)	121·5 (+ *7*)	147·7 (+ *22*)
Printed matter	51·4 (+ *1*)	56·2 (+ *9*)	68·6 (+ *22*)

UNITED KINGDOM TRADE IN 1968, *continued*

cent in 1967 and 85½ per cent in 1968. Exports of machinery in 1968 accounted for 27 per cent of exports, a greater proportion than in 1959 and 1960, but rather less than in the period 1961 to 1963. Although exports of road motor vehicles rose sharply in 1968, as a proportion of exports they were still lower than in most years of the past decade and markedly so compared with their peak year of 1964. Exports of aircraft and aircraft engines and of ships and boats formed about the same proportion of exports in 1968 as in 1959 after some years of less weight in the pattern of exports in the middle of the period. Exports of chemicals and of scientific instruments have both become steadily more important in the commodity pattern during the past decade. Exports of textiles (including wool tops) have declined considerably as a proportion of exports. The increasing proportion of exports in the 'other manufactures' category reflects the fast growth of trade in diamonds, which grew particularly sharply in 1968.

Exports of manufactured goods rose by nearly 24 per cent in value between 1967 and 1968 with about a 15 per cent increase in volume. On a seasonally adjusted basis, and taking into account the distorting effects of the dock strikes they grew strongly throughout 1968, with a particularly sharp rise between the second and third quarters of the year. Exports of non-manufactured goods were nearly 20 per cent higher in 1968 than in 1967, with nearly three-quarters of this rise reflecting an increase in the volume of deliveries.

Table 7. Other exports

£ million f.o.b.

(percentage change on a year earlier)

	Year 1966	Year 1967	Year 1968
Food and live animals	168·6 (+ 9)	168·4 (— 0)	171·5 (+ 2)
Live animals	22·8 (—38)	25·6 (+13)	20·0 (—22)
Cereals and cereal preparations	41·6 (+90)	40·5 (— 3)	39·7 (— 2)
Sugar and sugar preparations	21·7 (— 9)	23·7 (+ 9)	24·7 (+ 4)
Beverages and tobacco	158·7 (+11)	162·8 (+ 3)	226·9 (+39)
Whisky	120·4 (+12)	122·4 (+ 2)	176·6 (+44)
Tobacco and tobacco manufactures	21·9 (+10)	23·7 (+ 8)	30·0 (+27)
Crude materials and animal and vegetable oils and fats	154·6 (+ 2)	152·1 (— 2)	179·0 (+18)
Wool tops	28·7 (— 1)	22·6 (—21)	23·9 (+ 6)
Other textile fibres	56·2 (— 1)	53·5 (— 5)	65·1 (+22)
Mineral fuels, lubricants and related materials	134·2 (+ 1)	128·6 (— 4)	166·4 (+29)
Coal, coke and briquettes	20·0 (—21)	14·0 (—30)	18·3 (+31)
Petroleum products	105·2 (+ 8)	105·3 (+ 0)	134·8 (+28)

Manufactured goods

Exports of chemicals rose by more than 20 per cent between 1967 and 1968 with about two-thirds of this being due to increases in the volume of exports and the remainder to increased prices. They rose very sharply in the first half of 1968 and at a slower rate during the rest of the year. All main types of chemicals, except fertilizers, increased strongly between the two years. A major factor in the fall in fertilizer exports was a sharp reduction in exports to India.

If account is taken of the effects of the dock strike, exports of manufactures classified chiefly by material rose strongly in the first three-quarters of 1968, although they fell back slightly in the fourth quarter. Exports of precious stones, almost entirely diamonds, are erratic month to month (because of the timing of diamond sales), but in 1968 as a whole they were over 40 per cent in sterling value higher than in 1967; a substantial increase even in terms of dollars. Exports of leather and leather manufactures and of non-ferrous metals also showed large increases in value (respectively 36 per cent and 30 per cent) between 1967 and 1968. In the case of non-ferrous metals, however, part of this is due to substantial increases in the price of copper and of silver over this period. Textile exports increased steadily through 1968 and for the year as a whole were nearly 20 per cent higher than in 1967. This was the first increase in textile exports since 1964. The increase in the unit values of textile exports between 1967 and 1968 was relatively small so that perhaps about four-fifths of the increase in the value of textile exports was due to increases in their volume. All main types of textile exports increased, with those of man-made fibres and miscellaneous textile manufactures doing particularly well. Among the latter, exports of carpets increased by more than 50 per cent between 1967 and 1968.

Exports of machinery and transport equipment rose by more than 20 per cent between 1967 and 1968 with a little under two-thirds of this accounted for by increases in the volume of exports. If adjustments are made for the effects of the dock strike on exports of machinery and transport equipment in the early part of 1968 there was a strong upward movement in these exports during 1968. The main contribution to the rise in the fourth quarter was a sharp increase in exports of ships and aircraft. Exports of machinery rose rapidly in the early part of 1968, but showed more modest growth in the latter part of the year. Between 1967 and 1968 exports of non-electrical machinery increased by nearly £20 million a month, or 22 per cent, and of electrical machinery by £5 million a month, or 19 per cent. A sharp increase of £5 million a month in exports of aircraft engines, mainly due to a higher level of deliveries to the United States for incorporation in military aircraft to be purchased by the United Kingdom, was a major factor in the rise in exports of non-electrical machinery.

Exports of metal working and textile and leather machinery and machines for special industries all rose sharply between 1967 and 1968. Exports of construction and mining machinery, which are included in those for special industries, rose by more than a third over this period. The main categories rising substantially among electrical machinery were equipment for distributing electricity,

Table 8. Analysis of the change in United Kingdom exports between 1967 and 1968 by area and commodity

£ million f.o.b. (*percentage change on a year earlier in brackets*)

Areas	All commodities	Non-manufactures	Manufactures					
			Total manufactures	Chemicals and semi-manufactures	Machinery and transport equipment			
					Total	Non-electrical machinery	Electrical machinery	Transport equipment
World	+1,147·2 (+22·8)	+142·0 (+18·8)	+1,005·1 (+23·5)	+417·0 (+23·8)	+480·4 (+22·8)	+232·7 (+22·5)	+64·5 (+18·7)	+183·2 (+25·2)
Sterling Area*	+ 228·0 (+14·9)	+ 28·5 (+15·1)	+199·5 (+14·9)	+ 99·8 (+19·7)	+ 70·8 (+ 9·9)	+ 36·3 (+12·1)	+25·1 (+16·3)	+ 9·4 (+ 3·6)
Western Europe	+ 354·2 (+18·5)	+ 38·4 (+11·6)	+315·9 (+20·0)	+150·4 (+21·8)	+131·0 (+17·8)	+ 42·9 (+11·5)	+18·8 (+17·2)	+ 69·3 (+27·3)
EEC	+ 232·2 (+24·1)	+ 24·7 (+15·4)	+207·5 (+25·9)	+ 93·4 (+26·2)	+ 99·7 (+27·0)	+ 34·0 (+16·4)	+10·5 (+19·1)	+ 55·2 (+51·5)
EFTA	+ 97·8 (+12·9)	+ 11·7 (+ 8·3)	+ 86·1 (+13·9)	+ 44·7 (+16·2)	+ 22·7 (+8·2)	+ 9·7 (+ 8·6)	+ 7·8 (+18·6)	+ 5·2 (+ 4·3)
Other Western Europe	+ 24·2 (+12·8)	+ 2·0 (+ 6·5)	+22·2 (+14·0)	+ 12·3 (+21·3)	+ 8·6 (+ 9·4)	— 0·8 (— 1·5)	+ 0·6 (+ 4·8)	+ 8·8 (+37·7)
North America	+ 310·0 (+37·4)	+ 51·9 (+35·8)	+258·1 (+37·8)	+101·8 (+38·4)	+121·5 (+38·2)	+ 66·1 (+42·2)	+10·7 (+27·1)	+ 44·7 (+36·6)
Rest of World*	+ 254·9 (+33·4)	+ 23·2 (+25·7)	+231·7 (+34·5)	+ 65·0 (+22·4)	+157·0 (+47·0)	+ 87·3 (+42·7)	+ 9·9 (+23·6)	+ 59·9 (+68·0)

* Rhodesia is included in the 'Rest of the World', not in Sterling Area.

Table 9. Selected re-exports
£ million f.o.b.
(percentage change on a year earlier)

	Year 1966	Year 1967	Year 1968
Tea	11·9 (+ *6*)	10·3 (—*13*)	13·8 (+*34*)
Beverages	6·0 (— *5*)	5·6 (— *6*)	7·6 (+*35*)
Fur skins, undressed	33·1 (+*13*)	25·0 (—*24*)	36·3 (+*45*)
Rubber	1·5 (—*20*)	2·0 (+*33*)	1·9 (— *7*)
Sheep's and lambs' wool raw	3·8 (—*18*)	3·0 (—*20*)	2·2 (—*28*)
Petroleum and petroleum products	0·2	3·8	1·4
Chemicals	10·3 (+ *9*)	7·8 (—*24*)	7·8 (— *0*)
Leather, leather manufactures and dressed furs	3·7 (+*15*)	3·1 (—*17*)	4·7 (+*50*)
Non-ferrous metals	22·2 (+*16*)	15·4 (—*31*)	20·5 (+*33*)
Aircraft engines	11·9 (— *4*)	14·0 (+*18*)	13·7 (— *2*)
Electric machinery apparatus, etc.	11·6 (+*24*)	13·8 (+*19*)	13·7 (— *1*)
Works of art	3·4 (—*27*)	3·9 (+*16*)	4·6 (+*17*)

Table 10. Volume of United Kingdom exports

(1961 = 100)

	1962	1963	1964	1965	1966	1967	1968
Total	102	108	111	117	121	119	136
Non-manufactures	110	120	115	121	128	131	151
Manufactured goods	101	106	111	117	120	118	135
Chemicals	107	113	126	131	139	148	169
Textiles	99	101	105	104	97	94	109
Metals	100	100	102	109	105	108	120
Machinery and transport equipment	100	107	107	114	120	112	129
Other	102	110	123	128	134	136	158

reflecting a very sharp rise in exports of submarine cables, and domestic electrical equipment, where after several years of falling exports, there was a rise of 31 per cent in 1968.

Exports of ships and aircraft tend to move erratically and during 1968 dominated the changes in exports of transport equipment. In particular they rose very sharply in the fourth quarter with exports of ships being almost three times their level in the third quarter. In the year as a whole exports of ships rose only moderately from the 1967 level, but they had increased substantially in 1967 and 1966. Although exports of aircraft rose by more than a third in 1968 they did not greatly exceed their high level of 1966. For both ships and aircraft the period between order and delivery is so long that it is unlikely that devaluation had a significant effect in increasing the volume of these exports in 1968. It probably did, however, lead to some increase in the sterling price for certain of these exports and so contributed to the rise in value of these groups. It was also almost certainly one of the factors contributing to the substantially increased exports of road motor vehicles, in particular cars. Exports of road motor vehicles rose very sharply in the first three quarters of 1968 and although they fell back slightly in the fourth quarter, the average level in 1968 was £137 million or 26 per cent higher than in 1967. The main factor in this increase was the very rapid recovery in exports of cars from low levels at the end of 1967 and the beginning of 1968. Both the number and value of complete cars exported increased by more than 30 per cent between 1967 and 1968. Exports of commercial vehicles rose in value by about 10 per cent between 1967 and 1968 after a substantial fall in 1967 and did not recover their level of 1966.

Of the major classes of commodities, miscellaneous manufactured goods showed the largest increase in exports between 1967 and 1968 and also substantial growth in exports through 1968. One of the main groups contributing to this increase was clothing and footwear, exports of which rose substantially during 1968 and were about 40 per cent higher in the fourth quarter than in the first (on a seasonally adjusted basis). Exports of clothing rose by 32 per cent and footwear by 31 per cent between 1967 and 1968. Deliveries of scientific instruments also increased strongly during the year. Among the other goods included in this class furniture and toys showed substantial increases in exports between 1967 and 1968.

Table 11. Volume of imports

(1961 = 100)

	1962	1963	1964	1965	1966	1967	1968
Total	103	107	119	120	122	132	146
" (excluding US military aircraft, etc.)						131	143
Food, beverages and tobacco	104	102	104	102	101	104	107
Basic materials	96	101	108	107	102	101	111
Mineral fuels, lubricants, etc.	112	119	128	140	154	165	176
Manufactured goods	103	112	136	137	146	168	195
" (excluding US military aircraft, etc.)						165	188

Other goods

Exports of non-manufactured goods declined during 1967, but rose sharply in the first quarter of 1968, partly due to the shipment of goods which were delayed by the dock strike in the autumn of 1967. These exports again increased substantially between the second and third quarters of 1968, largely because of strong increases in exports of beverages and fuel.

Exports of food and live animals hardly rose between 1967 and 1968. Exports of live animals (an erratic category) fell sharply, and exports of meat were also lower partly reflecting the foot and mouth epidemic in this country and especially influencing trade with EEC countries where exports were also affected by the operation of the levy system. Exports of sugar and cereals, the major remaining classes of goods in the food category showed little change, but those of almost all the other groups rose between 1967 and 1968. Exports of beverages and tobacco rose substantially in 1968 with exports of whisky, which form the bulk of beverages exported, increasing by well over 40 per cent between 1967 and 1968. This was, however, influenced by special factors; not only did the effects of the United Kingdom dock strike in 1967 result in the delaying of exports from 1967 to 1968, but the threat of a dock strike in the United States in the autumn of 1968 led to deliveries of whisky being speeded up in anticipation of possible later shipping difficulties. A little over half of all whisky exports went to the United States in 1968. However, whisky shipments to all other countries together grew almost as fast as those to the United States between 1967 and 1968 and, even after allowing for the special factors, there was still a substantial increase in exports of whisky over this period. Exports of tobacco and tobacco manufactures (mainly cigarettes) increased by 27 per cent between 1967 and 1968 although about half of this growth was probably due to price increases.

Textile fibres form a large proportion of exports of crude materials. After declining in value for several years they rose in 1968, the main part of the increase was in exports of 'other textile fibres' and largely due to increased exports of synthetics. Other important commodities in this section, which rose considerably between 1967 and 1968, were synthetic rubber and china clay. Although exports of coal rose in 1968 they did not recover to their level of 1966, which was itself well below that of preceding years. Petroleum products, which form the bulk of the fuel exports, rose in value by more than 25 per cent or £2 million a month between 1967 and 1968, with a sharp increase in the middle of 1968. Much of the rise was due to substantially increased exports of distillate fuels and residual fuel oils.

COMMODITY PATTERN OF IMPORTS

The changing pattern

The two main factors affecting imports in 1968, devaluation and United Kingdom economic demand, have intensified the long-standing trends in the composition of imports by value. The different price effects of devaluation and other market influences upon the various groups of imports led to above average increases in

(Continued on next page)

UNITED KINGDOM TRADE, *continued*

the prices of semi- and finished manufactures and below average price rises for basic materials and foods, beverages and tobacco. Furthermore, growth in the United Kingdom economy cont ibuted to the bigger increases in the volume of imported semi- and finished goods than of the other categories.

The net result of these influences, together with other special factors (silver and diamonds) which also caused imports of semi-manufactures to rise, was to cause the shares of imports accounted for by semi- and finished manufactures to rise still further and for the proportion relating to the food, beverages and tobacco group to decline even more sharply than in any previous year in the last decade.

Imports of industrial materials, i.e. crude materials and semi-manufactures taken together, still continue to account for the main part of our total imports (42 per cent) but within the share for the group, that of semi-manufactures showed a further rise while the share accounted for by basic materials continued to decline. This partly reflects a tendency for countries producing the raw materials to undertake further stages of manufacture and for industrialized countries generally to import more highly fabricated manufactures.

The smaller share in total imports of food, beverages and tobacco was related to the increase in total imports rather than a reduction in the levels of food imports. These in fact rose moderately in 1968. Over the year, until recently, the proportion of this group to total imports has been around one third, the earlier variations being due to price differences and fluctuation in supply and demand.

There was little change in the share of mineral fuels and lubricants of total imports. This has been between 10 and 11 per cent for some long time, and in 1968 there was little change from 1967.

Food, beverages and tobacco

Imports of food, beverages and tobacco continued to increase last year, following the resumption of their growth in 1967 after two years showing little change. In 1968, the increase in value was £141 million. This was 8 per cent higher than in the previous year and more than double the rate of increase of 1967 over 1966, but considerably smaller than the increases ranging from 20 to 33 per cent for all other main categories of imports. The rise in prices of these imports was quite small (6 per cent), largely due to devaluation by some of our trading partners (e.g. Denmark and the Irish Republic) who supply certain of our food imports. However, the effects of devaluation of sterling and other changes in commodity prices arising from normal market influences, accounted for over half of the increase in value in 1968. In volume terms the rise was about 3 per cent, about the same rate of growth as in 1967. There

Table 12. Composition of imports

Per cent

	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968
Food, beverages and tobacco	37·2	33·1	32·7	33·9	33·6	31·1	29·7	28·8	27·4	24·1
Industrial materials	41·5	44·8	43·6	40·6	41·0	42·9	43·1	42·7	40·6	42·1
Basic materials	23·1	23·2	22·2	20·0	19·9	19·6	19·3	17·8	15·7	15·3
Manufactures chiefly for further processing	18·4	21·6	21·4	20·6	21·1	23·3	23·8	24·9	24·9	26·8
Mineral, fuels and lubricants	11·4	10·3	10·6	11·5	11·1	10·2	10·6	10·5	11·3	11·5
Finished manufactures	9·2	11·1	12·2	13·0	13·1	14·7	15·3	16·7	19·3	20·9
Miscellaneous	0·7	0·7	0·9	1·0	1·2	1·1	1·2	1·3	1·4	1·4

Table 13. Imports: Food, beverages and tobacco

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1966	Year 1967	Year 1968
Food and live animals	1,572·5 (+ *0*)	1,608·6 (+ *2*)	1,711·1 (+ *6*)
Live animals	49·4 (+ *4*)	50·8 (+ *3*)	56·5 (+ *11*)
Meat and meat preparations	374·3 (+ *2*)	372·0 (— *1*)	398·9 (+ *7*)
Beef and veal	76·9 (— *4*)	67·2 (—*13*)	74·5 (+ *11*)
Th. tons	286 (— *2*)	269 (— *6*)	257 (— *5*)
Mutton and lamb	67·3 (—*11*)	69·1 (+ *3*)	79·1 (+ *14*)
Th. tons	316 (— *9*)	339 (+ *7*)	347 (+ *2*)
Bacon	122·8 (+ *13*)	123·6 (+ *1*)	126·1 (+ *2*)
Th. tons	397 (— *0*)	402 (+ *1*)	406 (+ *1*)
Dairy products and eggs	195·0 (— *6*)	208·4 (+ *7*)	199·9 (— *4*)
Butter	138·3 (— *6*)	140·4 (+ *1*)	135·4 (— *4*)
Th. tons	444 (+ *1*)	453 (+ *2*)	440 (— *3*)
Fish and fish preparations	62·0 (— *8*)	67·7 (+ *9*)	76·9 (+ *14*)
Raw sugars	96·3 (+ *3*)	91·9 (— *5*)	92·6 (+ *1*)
Th. tons	2,119 (+ *2*)	2,104 (— *1*)	1,965 (— *7*)
Cocoa beans	14·9 (+ *22*)	17·9 (+ *20*)	18·2 (+ *1*)
Th. tons	106 (+ *31*)	87 (—*18*)	76 (—*13*)
Tea and maté	99·0 (— *8*)	105·6 (+ *7*)	112·5 (+ *7*)
Th. tons	229 (— *8*)	243 (+ *6*)	266 (+ *9*)
Cereals and feeding stuff for animals	290·3 (— *6*)	289·3 (— *0*)	310·9 (+ *7*)
Fruit and vegetables	312·6 (+ *9*)	325·3 (+ *4*)	349·4 (+ *7*)
Beverages and tobacco	139·1 (+ *2*)	153·8 (+ *11*)	192·7 (+ *25*)
Beverages	54·4 (+ *3*)	64·4 (+ *18*)	76·0 (+ *18*)
Tobacco and tobacco manufactures	84·6 (+ *1*)	89·3 (+ *6*)	116·7 (+ *31*)

Table 14. Imports: Materials and fuels

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1966	Year 1967	Year 1968
Crude materials	997·2 (— *5*)	949·4 (— *5*)	1,142·4 (+ *20*)
Oil seeds, oil nuts and oil kernels	44·8 (— *9*)	36·7 (—*18*)	41·5 (+ *13*)
Wood, lumber and cork	194·2 (—*12*)	191·8 (— *1*)	231·2 (+ *21*)
Sawn softwood	149·2 (—*11*)	151·8 (+ *2*)	182·7 (+ *20*)
Th. standards	1,679 (—*12*)	1,774 (+ *6*)	1,933 (+ *9*)
Woodpulp	133·6 (— *4*)	126·2 (— *6*)	155·7 (+ *23*)
Th. tons	2,928 (— *1*)	2,729 (— *7*)	2,998 (+ *10*)
Wool and other animal hair and tops	123·8 (— *6*)	111·7 (—*10*)	114·3 (+ *2*)
Raw wool	110·0 (— *5*)	99·5 (—*10*)	98·9 (— *1*)
Th. tons	233 (— *6*)	231 (— *1*)	244 (+ *6*)
Raw cotton	46·8 (— *3*)	37·8 (—*19*)	50·7 (+ *34*)
Th. tons	209 (+ *2*)	167 (—*20*)	189 (+ *13*)
Metalliferous ores and scrap	189·2 (— *6*)	203·1 (+ *7*)	268·0 (+ *32*)
Iron ore	69·6 (—*17*)	69·4 (— *0*)	84·4 (+ *22*)
Th. tons	15,943 (—*15*)	16,075 (+ *1*)	17,614 (+ *10*)
Hides and skins	66·5 (+ *19*)	50·9 (—*23*)	62·9 (+ *23*)
Crude rubber	46·1 (— *2*)	44·5 (— *4*)	48·5 (+ *9*)
Animal and vegetable oils and fats	63·4 (— *2*)	62·7 — *1*)	67·8 (+ *8*)
Chemicals	293·9 (+ *4*)	328·7 (+ *12*)	415·5 (+ *26*)
Manufactured goods classified chiefly by material	1,185·2 (+ *9*)	1,270·6 (+ *7*)	1,704·8 (+ *34*)
Wood manufactures	66·2 (— *5*)	81·0 (+ *22*)	95·9 (+ *18*)
Newsprint paper and board	133·4 (+ *9*)	155·0 (+ *16*)	185·4 (+ *20*)
Cotton yarns and fabrics	55·4 (— *1*)	63·9 (+ *15*)	76·6 (+ *20*)
Other textile manufactures	103·4 (+ *9*)	118·1 (+ *14*)	154·8 (+ *31*)
Pearls, diamonds and precious stones	192·0 (+ *6*)	217·7 (+ *13*)	296·9 (+ *36*)
Iron and steel	87·7 (+ *12*)	120·1 (+ *37*)	154·6 (+ *29*)
Th. tons	1,556 (+ *30*)	2,159 (+ *39*)	2,646 (+ *23*)
Non-ferrous metals	421·5 (+ *15*)	379·5 (—*10*)	567·7 (+ *50*)
Silver bullion	25·5 (+ *32*)	36·0 (+ *41*)	113·7 (+ *216*)
Copper	221·1 (+ *24*)	181·6 (—*18*)	235·1 (+ *29*)
Th. tons	510 (—*13*)	451 (—*12*)	463 (+ *3*)
Aluminium	76·0 (+ *9*)	72·2 (— *5*)	97·6 (+ *35*)
Total industrial materials (1)	2,539·7 (+ *2*)	2,611·3 (+ *3*)	3,330·6 (+ *28*)
Mineral fuels, lubricants and related materials	624·8 (+ *3*)	729·0 (+ *17*)	905·3 (+ *24*)
Crude petroleum	425·5 (+ *0*)	487·7 (+ *15*)	627·4 (+ *29*)
Th. tons	70,153 (+ *7*)	73,236 (+ *4*)	81,703 (+ *12*)
Petroleum products	178·7 (+ *7*)	219·0 (+ *23*)	250·1 (+ *14*)
Th. tons	21,196 (+ *8*)	23,378 (+ *10*)	21,634 (— *7*)

(1) Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by materials.

had been a sharp rise in volume of these imports at the turn of the year following the dock strikes in the autumn of 1967, and the continued high level in the first quarter was partly due to the changes in sources of imported tobacco. Thereafter, the volume fell sharply in the second quarter and remained at that level, which was only a little higher than the average for the year 1967, until the end of 1968. Price levels remained stationary for much of the year following the rise at the beginning of 1968, but increased a little in December.

Imports of food were somewhat irregular throughout last year, with the additional influence of the previous autumn's dock strike contributing to high imports in the first quarter. There was then some easing back until the last quarter when imports of food and live animals rose again, and at £144 million a month, were 5 per cent more than in the previous quarter (though still less than in the inflated first quarter) with a substantial increase in imports of cereals and feeding stuffs and more moderate rises in most other categories of food. Within the total of the group, food imports accounted for about two-thirds of the rise in value last year, but there were also substantial increases in imports of beverages and tobacco.

Imports of food (including live animals) were £103 million, 6 per cent more in value last year than in 1967, with the increases ranging over many commodities. The most marked rises in value were in imports of meat, fruit, coffee, fish, cereals and feeding stuffs. There was a reduction in the value of imports of dairy products, with butter prices lower last year.

Meat imports had shown little change since the resumption of growth in 1964, but last year they expanded again and were £27 million, 7 per cent more than in 1967. An important factor in this increase was the foot and mouth epidemic in this country, which had reduced home supplies and also led to the temporary ban of supplies from South America. Higher prices of beef, mutton and lamb, and bacon prevailed last year, but the quantities of beef imported were lower, although much of the loss of Argentine supplies because of the restrictions on meat imports from South America early in the year, was replaced by imports from other sources. Imports from the Argentine were about a third of the 1967 quantity, but a little more than half in value terms. Imports of mutton and lamb in total were lower in quantity, but imports from Australia and New Zealand soared whilst those from the Irish Republic declined. There was not much change in the rate of increase of bacon imports last year, although the Irish Republic exported rather more to us than in 1967.

There was rapid growth in imports of cereals and feeding stuffs for animals, last year. This growth was concentrated at the turn and at the end of the year. Imports eased back in the middle of the year. The rapid increase in the first quarter was associated both with accumulation of arrears from the previous quarter because of the dock strike, and also with the re-stocking of feed after the foot and mouth outbreak. In the year 1968, import of cereals and feeding stuffs were £22 million (7 per cent), more than in 1967 with imports of feeding stuffs accounting for £12 million of this total. Prices of wheat were higher and with higher quantities imported their value was about an eighth more than last year. Imports of maize were higher in value, but there was a reduction in barley imports.

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Imports of fruit and vegetables continued to increase last year. Their value, £349 million, was £24 million (7 per cent) more than in 1967, maintaining the strong growth over the past few years, However, much of the apparent growth last year was early in the year and owed something to devaluation and the after-effects of the 1967 dock strike. Imports levelled off later in the year. There was rapid growth, too, in imports of the group consisting of tea, coffee and cocoa. These rose £22 million, 13 per cent, in the year, with imports of coffee and tea showing marked increases both in value and quantity. Higher prices increased the value of imports of cocoa despite the reduced volume of imports of these products.

Fish imports were very much higher last year; at £77 million, there was an increase of £9 million (14 per cent) compared with 1967. The weight of imported fish rose by 11 per cent and the price increase overall was about 3 per cent. More than half of the rise was in imports of canned salmon, but imports of fresh fish were also considerably higher especially from Norway and Iceland.

The value of imports of sugar was little changed last year, the rise in prices offsetting the decrease in quantity; imports of raw sugar were only slightly higher by value than in 1967.

Imports of dairy produce and eggs fell back again last year after their recovery in 1967. They were at £200 million in 1968, £8 million (4 per cent) less than in the previous year. Reduced imports of butter (more especially from Australia and New Zealand) accounted for the decline, although this was partly offset by higher imports of cheese.

Imports of beverages maintained the strong growth which followed the removal of the import charge towards the end of 1966. Last year they were £12 million, 18 per cent more than in 1967, about the same rate of growth as in the latter year, and far in excess of any levels reached in recent years. The value of wine imported was 24 per cent higher than in 1967; by volume the increase was about 16 per cent while imports of rum were less than half their 1967 value. Imports of beverages fluctuated throughout 1968; though high early in the year, by the last quarter of the year they had eased back to near the average levels reached in 1968.

Imports of tobacco and tobacco manufactures expanded rapidly last year. They were well up on 1967 both in value and in quantity. High deliveries at the turn of the year were partly a result of the carry-over from the dock strike in the previous autumn and partly a reflection of the changed pattern of supply following the loss of the Rhodesian leaf, and arrivals eased back steadily to more normal levels throughout the rest of the year. The 1967 autumn dock strike affected both the 1967 and the 1968 total figures, and the sharp rise of over 30 per cent in value of tobacco imports in 1968 largely arises from this factor. The heavier imports of higher priced American tobacco also contributed in some measure to the rise. Price increases arising from devaluation have affected the values of imports from the United States and Canada, but prices of cheaper tobacco from India (an additional supplier since the loss of the Rhodesian market) have also risen, though the volume of imports from that country fell last year. Overall the volume increase on 1967 was 18 per cent.

Industrial materials

The value of imported industrial materials increased sharply last year. The total of £3,331 million was nearly 28 per cent higher than in 1967, and the increase of £719 million accounted for over a half of the rise in value for all imports (excluding United States military aircraft). Markedly higher sterling prices raised the unit costs of these imports, and the volume of arrivals also increased strongly in response to the fast growth in manufacturing production (partly reflecting the big rise in exports), and also to a marked turn-round in the trend of manufacturers' and wholesalers' stock-building, which changed from a running-down of stocks in 1967 to significant rebuilding of these assets after the first quarter of 1968. The sharp increase in consumer spending in the early months of 1968 also contributed to the rise in these imports, which include some consumer goods.

A little over a half of the rise in imports of industrial materials was due to higher import prices (as measured by the unit value index), which increased by 14 per cent last year, mainly due to higher prices in terms of sterling following devaluation but also reflecting normal price variations in world commodity markets. The volume of these imports, which included high arrivals of silver and precious stones, increased by 13 per cent, a fast rate of growth, compared with less than 4 per cent per annum on average in recent

(*Continued on next page*)

UNITED KINGDOM TRADE IN 1968, *continued*

years, but rather less than the strong expansion of 18 per cent which took place between 1959 and 1969, though similar to the growth of 14 per cent between 1963 and 1964 when, in each case, manufacturing output was rising even more strongly and stock-building increased markedly in the second year.

Within the total of industrial materials, imports of basic materials increased by nearly 20 per cent by value in 1968, with prices higher by 9 per cent and the volume greater by 10 per cent, a sharp rise following the declining trend in the two previous years. The greater part of the rise in industrial materials, however, was in imports of semi-manufactures which increased in value by about a third; prices were higher by 19 per cent and the volume of arrivals by 16 per cent (compared with volume increases of 28 per cent and 21 per cent in 1960 and 1964 respectively and 7 per cent per annum on average between 1957 and 1967). Imports of semi-manufactures have risen quite sharply since the removal of the temporary import charge in November 1966, but the considerable expansion last year partly reflected sharp increases in imports of silver bullion, non-ferrous metals and precious stones.

Of the £719 million increase in imports of industrial materials last year, £521 million was accounted for by imports of semi-manufactures, which rose to £2,121 million. Both the volume of arrivals and average prices increased sharply in the months following devaluation; the volume then increased more slowly, but prices eased back and then stabilized in the second half of 1968. The value of basic materials increased by nearly £200 million to £1,210 million in 1968. For these materials also, both price and volume rose sharply after devaluation, but the volume levelled out after the first quarter, while prices continued to rise a little.

Basic materials

The expansion in imports of basic materials embraced almost all the commodities within the group. The most marked rises were in imports of timber, wood pulp, metalliferous ores and scraps, and cotton. Imports of timber had fallen back in 1966, with little further change in 1967, but in 1968 they grew strongly, and at £231 million were £39 million (21 per cent) more than in the previous year. Larger quantities of imported sawn softwood at higher prices accounted for £31 million of this rise, but there was a sizeable rise also in imports of unsawn wood, including pit props. The downward trend of wood pulp imports was reversed last year when they rose by nearly a quarter in value (£30 million) over the 1967 total, with both quantity and prices higher. There was little change in the value of imports of raw wool, at £99 million; the quantity increased by 6 per cent, but prices were somewhat lower than in 1967 (world prices in terms of United States dollars were markedly lower last year). Imports of raw cotton at £51 million were up by over a third in value (£13 million), higher prices and greater quantities both contributing to this result, the volume being up by 13 per cent. There was a sharp rise in imports of metalliforous ores and scraps last year. There were £65 million (32 per cent) more than in 1967. The weight of ore imported rose by 10 per cent. Higher imports of iron ore accounted for about £15 million of this increase; in 1967 they had changed little after the sharp fall in the previous year. They were up 22 per cent in value and nearly 10 per cent in weight. The rest of the rise was spread over most other types of ore including nickel, tin and lead – about half was in the category of silver and platinum and other ores. A considerable part of these increases was due to price increases; for some ores, e.g., nickel ores and bauxite, the weight imported fell. Strong growth was resumed in imports of hides and skins after the sharp fall in 1967. In 1968 they were up by nearly a quarter in value with prices higher and a rise of 15 per cent by weight; the increase in value amounted to £12 million. There was a 9 per cent increase by value in imports of crude rubber last year after several years of decline; by volume the increase was 5 per cent.

Semi-manufactures

Imports of semi-manufactures are among those goods which were formerly mainly liable to the temporary import charge – the main exceptions among semis were pearls and diamonds and non-ferrous metals, the latter category being a sizeable proportion of the total of the group. There was some reduction in imports of chargeable semi-manufactures before the charge was lifted and following removal in November 1966 imports of semi-manufactures as a whole increased sharply and have shown strong further growth with substantial increases in all the main groups within the total. Imports of semis which were mainly liable to the import charge when it was in force were £254 million more in 1968 than in 1967; imports formerly mainly not liable to the charge rose by £267 million. Amongst the latter, imports of chemicals accounted for about £87 million last year (26 per cent).

Imports of chemicals have shown growth in value and volume for some considerable time, and the imposition of the import charge at the end of 1964 merely slowed down this expansion; chemical imports maintained strong growth until 1966 when it slackened, but it resumed in 1967 at the previous fast rate. In 1968, with a big rise in the sterling cost of these imports, which are mainly from Western Europe and North America, the increase by value was about double the rate of growth registered in 1967. There were large increases in all types of imported chemicals, the most marked of which were in the values of chemical elements and plastic materials. Nearly half of the increase in value was accounted for by higher sterling prices due to devaluation, as many of the commodities imported are from countries which have not devalued.

Table 15. Imports: Finished manufactures

£ million c.i.f.
(*percentage change on a year earlier*)

	Year 1966	Year 1967	Year 1968
Consumer goods (1)	270·4 (+*11*)	339·4 (+*26*)	425·0 (+*25*)
Cars and motor cycles	31·0 (+*10*)	44·3 (+*43*)	57·3 (+*29*)
Other durable goods	70·0 (+ *5*)	94·5 (+*35*)	113·2 (+*20*)
Works of art	23·8 (+ *2*)	29·5 (+*24*)	38·3 (+*30*)
Clothing and footwear	91·0 (+*21*)	110·1 (+*21*)	142·9 (+*30*)
Other consumer goods	54·4 (+*10*)	61·0 (+*12*)	73·3 (+*20*)
Other mainly capital goods	721·0 (+*13*)	905·1 (+*26*)	1,227·7 (+*36*)
Machinery	530·8 (+*17*)	631·2 (+*19*)	770·7 (+*22*)
Aircraft and aircraft engines	57·1 (+*21*)	109·1 (+*91*)	240·6 (+*121*)
Ships and boats	9·5 (—*64*)	22·4 (+*135*)	33·6 (+*50*)
Instruments	52·2 (+*13*)	62·5 (+*20*)	72·6 (+*16*)
Other	71·4 (+*12*)	80·0 (+*12*)	110·2 (+*38*)
Total finished manufactures (2)	991·4 (+*12*)	1,244·5 (+*26*)	1,652·7 (+*33*)

(1) Goods covered by headings in the Trade Accounts believed to include mainly consumer goods.
(2) SITC Revised Sections 7 and 8.

Table 16. Imports: By areas and countries, Sterling Area

(*percentage change on a year earlier*) £ million c.i.f.

	Year 1966	Year 1967	Year 1968
Sterling Area:			
Jamaica	28·7 (+ *2*)	28·7 (— *0*)	26·2 (— *9*)
Trinidad	22·1 (—*10*)	23·0 (+ *4*)	22·7 (— *1*)
Australia	207·9 (— *5*)	173·8 (—*16*)	211·0 (+*21*)
New Zealand	187·0 (—*10*)	185·9 (— *1*)	197·4 (+ *6*)
India	119·1 (— *7*)	125·7 (+ *6*)	135·3 (+ *8*)
Pakistan	31·9 (+*17*)	32·9 (+ *3*)	40·6 (+*23*)
Ceylon	36·3 (—*14*)	39·6 (+ *9*)	40·0 (+ *1*)
Malaysia / Singapore	32·1 / 15·8 (—*3*)	28·0 (—*13*) / 17·8 (+*13*)	35·7 (+*27*) / 26·4 (+*48*)
Hong Kong	80·6 (+*15*)	89·5 (+*11*)	115·3 (+*29*)
Ghana	18·5 (+ *7*)	24·1 (+*30*)	34·7 (+*44*)
Nigeria	112·6 (+ *0*)	78·9 (—*30*)	70·2 (—*11*)
Zambia	79·9 (+ *5*)	71·2 (—*11*)	89·9 (+*26*)
Malawi	9·3 (+*37*)	9·3 (— *0*)	10·8 (+*16*)
Kenya	19·8 (+*22*)	19·8 (— *0*)	25·3 (+*28*)
Middle East	204·4 (— *1*)	171·4 (—*16*)	395·4 (+131)
Irish Republic	186·1 (+ *9*)	223·6 (+*20*)	267·9 (+*20*)
Republic of South Africa	191·4 (+ *6*)	219·6 (+*15*)	271·4 (+*24*)
Other	191·5 (+ *2*)	199·9 (+ *4*)	227·5 (+*14*)
Total Sterling Area	1,775·2 (+ *0*)	1,762·7 (— *1*)	2,243·6 (+*27*)

The volume of chemicals imported last year was 14 per cent higher than in 1967.

Imports of partly processed goods other than chemicals comprise the largest part of the semi-manufactures group, and these imports were over a third in value last year than in 1967, but imports of diamonds and silver bullion were extraordinarily high last year and accounted for over a third of the total increase; diamond imports were up £79 million, 36 per cent, and imports of silver bullion more than trebled, at £114 million, they were £78 million more than in the previous year. The price of silver rose by some 60 per cent on the level in 1967; the weight of silver imported was double that in 1967. Much of these increased imports should be reflected in the export figures at some later date as some silver has been imported on non-resident account for speculative purposes (see note 4 at the end of this article). Imports of all other main groups of semi-manufactures formerly liable to the import charge, continued to expand, though not all quite so strongly as in 1967 after the charge was first removed. However, the distortion to import arrivals in late 1966 and early 1967 due to the prior announcement of the charge's removal, tended to inflate the rate of growth in 1967. There were higher imports in 1968 of wood manufactures, which rose by £15 million, and newsprint, which increased by £30 million, and of yarns and textiles.

Imports of iron and steel were very high, reflecting the marked expansion in manufacturing output, especially motor vehicle production. The value was £35 million more than the record 1967 figure, with increases in all types of iron and steel. Prices were only 5 per cent higher than in 1967, reflecting the price reductions of foreign suppliers competing with the British industry to keep their share of the United Kingdom market following devaluation. The weight imported was 23 per cent more than in 1967. The 50 per cent rise in imports of non-ferrous metals was largely caused by the high imports of silver and copper. Copper imports rose by £53 million (29 per cent) last year. Most of this rise in value was due to higher prices partly on account of devaluation, and partly reflecting the supply shortage which developed in the early part of the year; the volume did not change much. Prior to devaluation prices had declined following the settlement of the strike in America, after rising since 1964 partly in consequence of the effects of the Rhodesian situation on copper supplies from Zambia and the higher priced alternative supplies from Chile. Imports of aluminium were greatly increased last year. They were over a third more in value than in 1967, the quantity being up by 18 per cent and the price being 14 per cent higher. Similar changes were experienced in lead and zinc imports, the value of which rose by 5 and 19 per cent respectively; price rises were 32 and 11 per cent; the quantities imported rose by 19 and 6 per cent.

Imports of textiles other than cotton yarns and fabrics increased sharply by 31 per cent (£37 million), with much of the rise appearing early in the year. This group, which includes a considerable range of semi- and finished consumer goods, carpets, curtain and suiting materials, etc., was clearly influenced by the strong rise in consumer spending in the months before the Budget.

Among other groups of semi-manufactures there was a marked increase in imports of motor vehicle tyres which rose by £10 million largely in response to the sharp increase in demand caused by the introduction of the new road safety vehicle regulations.

TABLE 16, *continued*

	Year 1966	Year 1967	Year 1968
Non-Sterling Area:			
North America	1,147·9 (+ 2)	1,267·5 (+ 10)	1,575·8 (+ 24)
Canada	425·0 (— 7)	455·9 (+ 7)	512·8 (+ 12)
United States and Deps.	722·9 (+ 8)	811·6 (+ 12)	1,063·0 (+ 31)
Western Europe	2,067·1 (+ 9)	2,339·1 (+ 13)	2,899·1 (+ 24)
EFTA (including Finland)	839·8 (+ 7)	940·9 (+ 12)	1,160·2 (+ 23)
Finland	122·9 (+ 6)	129·8 (+ 6)	160·7 (+ 24)
Sweden	217·1 (+ 1)	247·5 (+ 14)	314·2 (+ 27)
Norway	119·7 (+ 13)	127·4 (+ 6)	162·4 (+ 28)
Denmark and Greenland	206·2 (+ 6)	217·6 (+ 6)	239·4 (+ 10)
Switzerland and Liechtenstein	99·3 (+ 16)	121·0 (+ 22)	150·8 (+ 25)
Portugal, Azores and Madeira	46·9 (+ 13)	56·0 (+ 19)	74·3 (+ 33)
Austria	27·8 (+ 13)	41·7 (+ 50)	58·5 (+ 40)
EEC	1,103·5 (+ 11)	1,264·0 (+ 15)	1,567·2 (+ 24)
Western Germany	301·9 (+ 14)	338·9 (+ 12)	436·9 (+ 29)
Netherlands	291·1 (+ 8)	328·7 (+ 13)	406·7 (+ 24)
Belgium and Luxembourg	131·9 (+ 7)	146·3 (+ 11)	175·0 (+ 20)
France	212·3 (+ 11)	255·0 (+ 20)	312·3 (+ 22)
Italy	166·2 (+ 15)	195·1 (+ 17)	236·3 (+ 21)
Spain, Canary Islands and Spanish ports in North Africa	79·2 (+ 8)	91·5 (+ 16)	118·1 (+ 29)
Other	44·6 (+ 0)	42·7 (— 4)	53·6 (+ 26)
Soviet Union and Eastern Europe	240·7 (+ 9)	253·7 (+ 5)	302·8 (+ 19)
Soviet Union	125·4 (+ 6)	123·5 (— 2)	158·1 (+ 28)
Other	115·3 (+ 14)	130·2 (+ 13)	144·7 (+ 11)
Latin America	282·3 (— 0)	292·3 (+ 4)	317·8 (+ 9)
Venezuela	58·2 (— 21)	68·3 (+ 17)	73·2 (+ 7)
Argentine Republic	70·6 (— 1)	72·1 (+ 2)	51·7 (— 28)
Other	153·6 (+ 11)	151·9 (— 1)	193·0 (+ 27)
Other non-sterling	433·6 (— 4)	518·8 (+ 20)	560·2 (+ 8)
Middle East	189·0 (+ 4)	274·6 (+ 45)	254·6 (— 7)
Japan	77·1 (— 1)	91·0 (+ 18)	115·1 (+ 26)
Other	167·5 (— 12)	153·1 (— 9)	190·5 (+ 24)
Total Non-Sterling Area	4,171·6 (+ 5)	4,671·4 (+ 12)	5,655·8 (+ 21)
Total All Countries	5,946·8 (+ 3)	6,434·1 (+ 8)	7,899·4 (+ 23)

Mineral fuels and lubricants

Fuel imports continued to rise last year. They were about a quarter more in value than in 1967, but two-thirds of this rise was due to higher prices, the volume increase being only about 6 per cent. 1967 had been an unusual year for fuel imports in that they were markedly influenced by the June Arab-Israeli war and its consequences. The war caused low imports in June as the closure of the Suez Canal and temporary bans delayed supplies from the Middle East. The volume of supplies then steadily increased as the situation improved, but prices were inevitably higher not only because of increased freight charges, but also because of the need to buy dearer oil from sources not normally used. The year ended with very high imports in the last quarter as the Middle East supplies became available again. In the first half of 1968 fuel imports were down a little on these high fourth quarter figures: there had been some easing back in the first quarter both in value and volume, but growth was resumed again in the second quarter. With the volume somewhat higher but prices a little lower, the value of oil imports was a little lower in the third quarter, but rose again in value at the end of the year although prices fell moderately. Over the year as a whole prices rose about 17 per cent, largely on account of the effects of devaluation, but also because of the changes in oil prices generally. Of the increase of £176 million in this group (which includes coal, gas and electric energy as well as fuels, £140 million was attributable to higher imports of crude petroleum, our main fuel imports, and £31 million to imports of petroleum products. Both the quantities and prices of crude and refined petroleum were higher in 1968 than in 1967.

Finished manufactures

Imports of finished manufactures (i.e. goods in Sections 7 and 8 of the Overseas Trade Accounts) again increased strongly in 1968. At £1,507 million (excluding United States military aircraft) they were £306 million (26 per cent) more than in 1967; including these aircraft they were £408 million higher. These goods are mostly in categories formerly liable to the import charge (but large ships and aircraft were excluded), and growth of these imports had tended to weaken in 1965 and 1966, while the charge was in force, although it began to strengthen again during 1966 after the initial effects of the charge had waned. Imports of finished manufactures (excluding United States military aircraft) had risen by about a fifth in value in 1967 following the removal of the charge, but the increase that year may have been rather overstated because some imports were held back from 1966 until 1967 awaiting the removal of the charge. In 1968 imports of finished manufactures were

(*Continued on next page*)

UK TRADE IN 1968, *continued*

affected by the effects of devaluation on sterling prices, and unit values rose sharply at the turn of the year and continued to increase throughout the year. There are some signs in the changes in unit values that foreign suppliers cut their prices, in terms of their own currencies, in order to reduce the rise in sterling prices following devaluation. After the Kennedy Round tariff cuts in July there was a clear rise in unit values for many finished goods and foreign suppliers appeared to have taken the opportunity to raise their prices to some extent, within the margin of the tariff cut, without raising the price inclusive of import duty in Britain. About half of the rise in value was due to price increases, the volume increase being much less than in previous years.

Imports of finished manufactures were high in the first quarter of last year following the resumption of growth at the end of 1967, mainly because of price rises due to devaluation, but also because of the demand created by high consumer spending prior to the Budget and perhaps because of some small amount of imports carried over from the previous autumn's dock strikes. The Government's economic measures helped to restrain imports in the second quarter, and there were low imports in June at the time of the French disturbances, and because of the knowledge of tariff cuts becoming effective on July 1. Imports of finished manufactures grew strongly again in the second half of the year partly because of imports delayed from June until the third quarter. About three-quarters of this group consists of capital goods, and in 1968 these imports (excluding United States military aircraft) were £220 million more than in the previous year, while imports of consumer goods rose by £86 million – the rate of growth in each case being identical at 26 per cent.

Nearly two-thirds of the increase of £220 million in capital goods last year was in imports of machinery; these were valued at £771 million, £140 million more than in the previous year, with increases in imports of both electrical and non-electrical machinery. The increases were widespread over almost all types of machinery, including among the non-electrical, office machinery (including electronic computers), textile and printing machinery, mechanical handling equipment, pumps and centrifuges. Against these, imports of machine tools fell markedly with both quantities and prices reduced after several years of strong growth. This reduction reflected the downward trend in private industrial investment in plant and machinery which had fallen to a relatively low level last year. The increases in the values of imported electric machinery were also spread over most commodities – a consequence of devaluation as in the main they are imported from countries which have not devalued. There was a substantial rise in imports of aircraft and aircraft engines last year, but apart from the fact that this series is erratic at best, last year imports of United States military aircraft (which are included in these comparisons) were more than trebled compared with 1967. Imports of ships and boats are another erratic category, and these were half as much again as in 1967. There were also, apart from the ships recorded in the trade accounts, purchases of ships to the value of £98 million, built abroad for British owners, not so recorded. Thy have been taken into account, however, when calculating the trade balance. The sharp increase in imports of ships, whether in the trade accounts or not, largely reflected higher prices but also identified arrivals of large orders for ships placed abroad before devaluation. (Since devaluation, these orders abroad have risen much less rapidly and British shipyards have regained a greater share of both British and foreign orders.) Imports of instruments and of most other kinds of capital goods were all very much higher last year than in 1967.

Imports of consumer goods had fallen back in 1965 after the imposition of the import charge, but recovered to near the high 1964 total in 1966, and with the removal of the charge, continued to expand strongly in 1967. There was exceptionally strong growth last year, but devaluation meant sharply higher sterling prices, but there were signs of levelling off in the second half of the year. The rises in 1967 were in all kinds of consumer goods, both durable and non-durable, with imports of cars and motor cycles and clothing and footwear increasing at the fastest rate. Imports of cars and motor cycles were high again in 1968, but, despite devaluation, they did not rise so strongly as they did in the previous year after the import charge was lifted. The growth in other durables has also been slower than in 1967, but there have been sizeable increases in many commodities. Among these the most marked rises were in imports of domestic items, such as refrigerators, washing machines, and other electric equipment, radios, sewing machines and furniture, but, excepting for imports of jewellery which were somewhat reduced, all durable goods increased. Although higher imports of clothing and footwear (especially from Hong Kong) accounted for more than two-thirds of the rise in non-durables, there were substantial increases in toy imports and in imports of printed matter, and smaller rises in most other non-durable goods such as travel goods, stationery, brooms, etc. There was a significant rise, also, in the value of imported works of art.

SOURCES OF IMPORTS

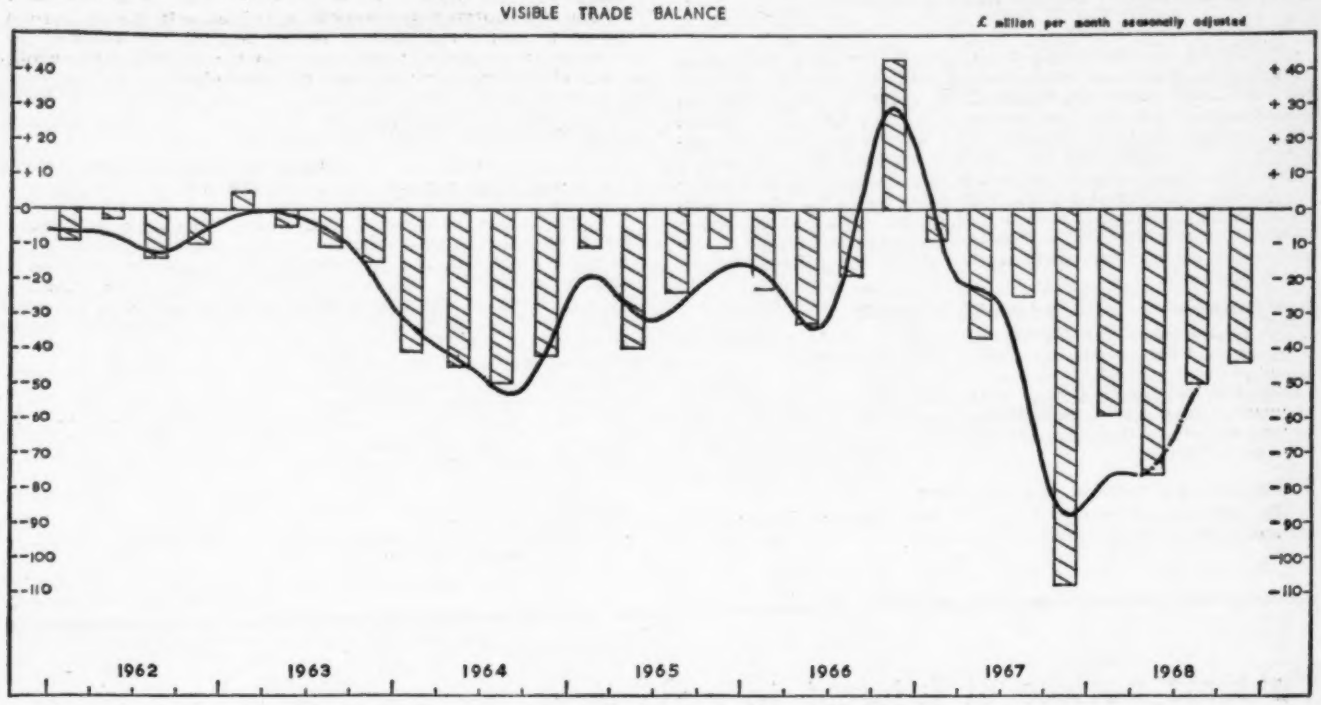
The widespread rise in imports affecting all commodities was reflected in the area pattern of imports last year. Whilst a large part of the increase was again in imports from the main manufacturing areas, Western Europe and North America, the exceptionally high imports of diamonds and silver bullion and oil, together with rises in food, and raw materials ensured markedly increased imports from the sterling area countries. There was further growth in imports from Latin America, the Soviet Union and Eastern Europe and from the rest of the world.

Sterling Area

Imports from the sterling area were £481 million, 27 per cent higher last year than in 1967. After a period of steady expansion, imports from this area had just begun to level off: in the previous two years they had changed little after falling back in 1965. The rise in 1968 was almost entirely in the first quarter, and this was largely due to a series of special factors; there was not much further change during the remainder of the year. Imports from the oil-producing countries comprised almost half of the year's increase, and oil imports were high in the first quarter as a consequence of the interruptions to fuel supplies in mid-1967 caused by the Arab/Israel war, the closing of the Suez Canal, and the subsequent resumption of imports on a heavy scale when the oil embargo was lifted. Food and some other imports were higher because of the backlog of imports (mainly of meat and dairy produce) held over from the autumn dock strikes, and there were unusually high imports of diamonds and of silver imported on non-resident account for speculative purposes. Imports from the Middle East countries more than doubled last year – not only was there an increase in volume, but also landed prices of oil were at an exceptionally high rate, due partly to the increase in freight charges arising from the effects of the Middle East situation. Imports from the sterling Middle East area had been declining for some years prior to 1967, and the slow-down in oil deliveries accentuated this decline. Total imports (nearly all of which was oil) from both Libya and Kuwait in 1968 were double (or more) the 1967 values. Imports from most other countries in the sterling area also rose. Some of the exceptionally high rate of growth of imports from Australia can be accounted for by the carry-over from the 1967 dock strike, but, nevertheless, imports were on a significant upward trend after declining for some time. A large part of the £26 million rise in imports from Hong Kong was in imports of clothing and footwear. Imports from the Irish Republic and the Republic of South Africa continued to show strong growth and imports from India rose moderately. Imports from only a few countries fell back, amongst the more important of these were Nigeria, mainly due to a reduction in oil supplies, and Jamaica, where the reduction was mainly in rum and bananas.

North America

Imports from North America were £308 million (24 per cent) more in 1968 than in 1967; excluding United States military aircraft, they were £206 million (17 per cent) more. Imports from the United States contributed about three-quarters of this rise. Despite the charge on imported manufactured goods, imports from the United States continued, from 1964 onwards, their earlier expansion, and in 1968 they were, excluding United States military aircraft, about a fifth more in value than in the previous year. The effects of devaluation on sterling prices also had some bearing on the increase, as had some carry-over of imports from the dock strike in the previous year (distorting the figures for both years). All these factors particularly affected imports of manufactures, especially capital goods, such as machinery, both electric and non-electric, which rose substantially in the year. Tobacco imports also contributed to the rise in imports from the United States last year, with devaluation raising prices, but with a volume increase of 24 per cent as well reflecting the continued loss of Rhodesian supplies. Although imports rose sharply in the first three quarters of last year, they eased back in the fourth quarter to the level reached at the turn of the year. Imports from Canada rose again last year, being £57 million, 12 per cent more than in the previous year. They had returned that year to about the 1965 level after falling in 1966. There has been some easing back in these imports: in the



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

second half of the year they were 9 per cent less than in the first half.

Western Europe

Imports from Western Europe had been growing rapidly in the early 1960's, but the rise was slowed down to about 5 per cent in 1965 with the introduction of the import charge, but stronger growth followed in 1966 despite the charge. With its removal at the end of that year and also the final reduction in EFTA tariffs, imports from Western Europe rose sharply in 1967. Again last year, with the effects of devaluation added to the expansion in manufactures, imports from Western Europe were markedly higher. At £2,899 million they were £560 million, 24 per cent higher than in 1967. Imports from both the Common Market and the EFTA countries rose at around the same rate, between 23 and 24 per cent, an increase of £303 million from the Common Market and £219 million from the EFTA countries, the remainder of the increase coming from the rest of Western Europe. There were increases in 1968 in imports from all the countries within both groups; tariff reductions within the Kennedy Round in 1968 may have influenced imports from these countries in the second half of last year. Imports from the Common Market and the EFTA countries were high at the turn of the year, with devaluation making prices generally higher and high consumer demand prior to the Budget also leading to a high volume of imports; in addition there were very high imports of diamonds. Although there was some easing back in the second quarter, due partly to the disturbances in France in June and partly to a holding off of imports to take advantage of the Kennedy Round tariff cuts effective on July 1, imports from these areas continued to grow strongly during the remainder of the year.

Soviet Union and Eastern Europe

Imports from the Soviet Union and Eastern Europe continued to rise last year. The rate of growth (19 per cent) was about double that of the previous decade, but owed a good deal to higher prices. The increase by volume was probably not much different from recent years. Devaluation raised prices, but, apart from the rise in value at the beginning of least year, there has been little further change. Higher imports from the Soviet Union itself which had fallen a little in 1967 were responsible for £35 million of the increase of £49 million for the whole area last year, with timber imports rising again after the fall in 1967.

Latin America

There was a strong rise in imports from Latin America last year. They had risen moderately in 1967 after falling for some time. At £318 million they were £26 million (9 per cent) more than in 1967, with a large part of the increase arising from imports from Brazil, Chile and Mexico, although imports from Venezuela and some other countries also rose. With the British restrictions on South American imported beef as a measure to counteract the foot and mouth outbreak last year, the value of imports of beef from the Argentine dropped considerably (about £10 million less than in 1967). Silver contributed to the high figure for imports from Mexico – these were more than doubled in the year. Higher copper imports contributed to the increase from Chile and increased oil imports to the rise from Venezuela. The increase from Brazil was more widespread, with major contributions from meat, coffee and timber.

Rest of World

The growth in imports from the 'Rest of the World' has weakened considerably since 1967 when the rate of increase was 20 per cent. In 1968 it was 8 per cent. The slower growth is a result of a fall in imports from the Middle East countries. These were exceptionally high towards the end of 1967 after the oil embargo was lifted, but whilst the value of oil imports from Saudi Arabia and Iraq increased further, there was a sharp fall in oil imports from Iran. Imports from Japan increased further in 1968. After two years of decline imports from the remaining countries grew strongly last year.

Notes:

1. Detailed particulars of United Kingdom imports, exports and re-exports were published on January 28* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for February, due to be published on or about February 28.

(*Continued on next page*)

UNITED KINGDOM TRADE IN 1968, *continued*

2 (a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

2 (b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

3 Three monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 2B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three monthly averages give a quite good short-term guide and have the merit of simplicity.

4 Imports of silver bullion

The increase in the value of imports of silver bullion in the year 1968 compared with 1967 (about £6 million a month) is largely on non-resident account. For the most part these imports reflect non-resident transactions in the London market – some of the increased stocks of silver in the market have already been sold to non-residents and are being held here on their account; and some represent spot purchases (which are being financed by overseas borrowing) to cover forward sales – also mainly to non-residents. These transactions will be reflected in exports at some future time and in the meantime will bring in significant invisible revenue in the form of commissions, profits and refining charges; their overall effect on the balance of payments – taking the visible, invisible and capital accounts together – is clearly favourable.

* Accounts relating to the Overseas Trade of the United Kingdom, December 1968, HMSO, price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice	
49	Temporary importations: international co-operation.
77E	(Re-issued February 1966) purchase tax – exports.
104	Temporary importations and exportations under ATA and ECS Carnets.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Relief from Customs duty and purchase tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
300	Export reliefs scheduling scheme.
429	Customs export procedure. Further relaxation of pre-entry.
SN6	Notice to passengers (exchange control and export licensing).
Exchange Control	Notice to Exporters Issue dated September 28, 1967. (Issued by HM Treasury – also obtained from any bank.)
Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74	Notice to exporters. EFTA restrictions on drawback and export rebate.
74A	EFTA drawback; exception of EFTA goods re-exported to another country.
77M	British-made cars and motor cycles: tax free sales to tourists, etc.
131	Sugar Act, 1956. Sugar surcharge repayments and distribution repayments in respect of British manufactured composite goods. Procedure to be followed on a change in rate of surcharge or distribution payment.
172	Hydrocarbon oils: drawback of duty.
217	The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
251	Remission or repayment of the temporary charge on imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of rates of sugar surcharge, distribution payments and corresponding repayments.
432	Sugar Act, 1956. Surcharge. Distribution payments and corresponding repayments.
Export Rebates	
74	Notice to exporters. EFTA restrictions on drawback and export rebate.
435	Schedule of rates.
436	General outline of the scheme and procedure for claiming.
436A	Export rebates: termination.
437	Ships and aircraft.
439	Export rebate: goods exported after March 31, 1968, under pre-devaluation contracts.

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports				United Kingdom Exports			
	1st qtr., 1968	2nd qtr., 1968	3rd qtr., 1968	4th qtr., 1968	1st qtr., 1968	2nd qtr., 1968	3rd qtr., 1968	4th qtr., 1968
0. Food and Live Animals . . . . . Total	465·0	421·8	390·0	434·3	42·2	39·8	39·0	50·4
00 Live animals	11·6	15·9	16·2	12·8	2·6	3·3	4·8	9·3
01 Meat and meat preparations	101·3	99·8	100·9	96·9	1·5	1·5	1·9	2·8
02 Dairy products and eggs	61·2	43·9	38·7	56·0	3·2	3·2	3·3	3·4
03 Fish and fish preparations	18·5	18·3	13·6	26·5	2·8	2·7	2·8	2·8
04 Cereals and cereal preparations	64·6	51·3	52·6	63·4	13·6	10·9	7·8	7·4
05 Fruit and vegetables	96·5	99·6	76·6	76·7	3·9	2·9	2·4	6·6
06 Sugar, sugar preparations and honey . . .	27·4	27·4	22·1	27·7	5·8	6·3	6·2	6·3
07 Coffee, cocoa and preparations, tea and spices .	57·3	41·3	46·2	47·3	3·9	3·6	4·4	5·9
08 Feeding stuff for animals	20·5	19·0	18·1	21·3	1·7	1·9	2·1	2·5
09 Miscellaneous food preparations	5·9	5·1	5·0	5·7	3·3	3·6	3·3	3·4
1. Beverages and Tobacco . . . . . Total	45·8	41·0	50·2	55·6	46·6	49·7	64·0	66·7
11 Beverages	18·0	16·1	22·0	19·9	39·3	42·1	56·2	59·3
12 Tobacco	27·8	24·9	28·2	35·7	7·2	7·6	7·8	7·4
2. Crude Materials, Inedible . . . . . Total	271·1	285·6	295·4	290·4	41·5	44·5	40·0	45·7
21 Hides, skins and fur skins, undressed . . .	18·4	14·5	12·9	17·1	2·2	2·0	1·7	2·5
22 Oil seeds, oil nuts and oil kernels	10·0	11·1	9·3	11·0	0·1	0·1	0·1	0·1
23 Crude rubber (including synthetic and reclaimed) .	11·7	11·5	11·5	13·8	3·9	3·3	3·7	4·6
24 Wood, lumber and cork	38·7	54·7	74·5	63·3	0·2	0·2	0·1	0·2
25 Pulp and waste paper	40·8	39·5	37·1	38·3	0·5	0·5	0·4	0·5
26 Textile fibres, not manufactured and their waste .	64·2	55·3	49·0	51·1	20·0	23·1	21·5	24·5
27 Crude fertilizers and minerals	14·5	16·7	15·8	16·4	7·3	8·1	8·4	8·7
28 Metalliferous ores and metal scrap.	59·4	71·3	71·9	65·4	6·0	6·1	3·3	3·5
29 Crude animal and vegetable materials . . .	13·4	10·9	13·2	14·1	1·4	1·2	1·0	1·2
3. Mineral Fuels, Lubricants, etc. . . . . Total	221·3	236·9	220·4	226·7	40·5	34·5	45·2	46·2
33 Petroleum and petroleum products	215·0	232·0	217·3	221·1	36·2	30·2	40·9	39·9
Coal, coke, gas and electric energy	6·3	4·9	3·2	5·6	4·3	4·3	4·3	6·4
4. Animal and Vegetable Oils and Fats . . . Total	13·7	18·3	18·6	17·2	1·8	1·7	1·8	1·9
5. Chemicals . . . . . Total	105·4	100·5	106·2	103·4	143·5	153·8	149·2	152·7
51 Chemical elements and compounds . . .	40·8	41·0	43·9	44·3	35·4	38·8	37·6	39·6
53 Dyeing, tanning and colouring materials. . .	6·2	6·7	7·0	6·4	16·6	16·5	18·0	17·6
54 Medical and pharmaceutical products . . .	4·7	4·6	5·8	4·4	23·7	25·1	22·3	25·1
55 Essential oils and perfume materials . . .	6·0	4·9	5·2	4·7	12·1	13·0	13·4	13·5
56 Fertilizers, manufactured	9·3	6·4	7·3	6·1	2·2	1·4	1·5	2·1
58 Plastic materials and artificial resins . . .	20·4	20·5	21·1	20·6	25·3	29·1	27·1	28·9
All other chemical materials and products . .	18·0	16·4	16·0	17·1	28·2	29·9	29·2	26·0
6. Manufactured Goods Classified Chiefly by Material Total	438·4	417·5	429·2	419·9	382·2	380·9	395·9	412·0
61 Leather, leather manufactures and dressed furs .	8·0	8·0	8·5	9·1	9·1	10·7	10·0	11·6
62 Rubber manufactures, n.e.s..	5·7	8·3	7·9	5·7	15·9	15·8	14·0	15·6
63 Wood and cork manufacturers (excluding furniture).	23·2	25·5	23·1	24·1	1·5	1·6	1·7	1·5
64 Paper, paperboard and manufactues thereof . .	46·9	47·1	47·0	44·5	15·9	16·3	16·2	17·9
65 Textile yarn, fabrics and articles	61·9	56·9	55·1	57·5	70·8	72·0	74·2	81·7
66 Non-metallic mineral manufactures . . .	92·0	67·7	85·2	92·8	93·6	82·4	106·4	93·3
67 Iron and steel	39·5	41·1	37·5	36·5	62·0	69·1	64·2	70·7
68 Non-ferrous metals	143·8	145·0	147·3	131·7	69·2	67·4	63·9	71·3
69 Manufactures of metal, n.e.s.	17·4	17·8	17·6	18·0	44·1	45·5	45·5	48·5
7. Machinery and Transport Equipment . . . Total	277·8	276·4	295·2	339·3	651·7	645·2	606·0	685·5
71 Machinery other than electric	158·0	154·4	153·3	166·4	323·6	320·4	295·4	329·4
72 Electrical machinery, apparatus and appliances .	58·6	57·4	60·1	60·6	107·4	103·9	96·4	101·7
73 Transport equipment	61·2	64·6	81·7	112·3	220·6	220·9	214·2	254·4
8. Miscellaneous Manufactured Articles . . . Total								
81 Sanitary, plumbing, heating and lighting fixtures and fittings	119·0	113·1	117·1	114·9	118·1	121·2	136·1	144·6
82 Furniture	1·9	1·7	2·1	2·1	3·4	3·4	3·3	3·6
83 Travel goods, handbags and similar articles . .	3·8	3·7	3·1	3·5	4·3	5·4	5·7	2·5
84 Clothing	1·6	1·4	1·6	1·3	0·7	0·8	1·0	0·9
85 Footwear	28·4	25·5	28·1	28·2	16·2	16·2	24·3	27·0
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	10·2	7·8	8·2	6·7	5·3	5·0	7·0	8·7
Miscellaneous manufactured articles, n.e.s. . . .	27·6	27·0	28·6	26·9	35·0	37·1	35·9	39·7
	45·6	46·1	45·5	46·3	53·2	53·3	58·9	62·1
5-8 Manufactured Goods . . . . . Total	940·5	907·5	947·7	977·4	1,295·5	1301·0	1,287·1	1,394·8
9. Commodities and Transactions not Classified according to Kind . . . . . Total	35·4	25·7	24·5	21·3	35·4	37·7	35·0	45·5
TOTAL ALL SECTIONS	1,992·7	1,936·9	1,946·7	2,023·0	1,503·5	1,509·0	1,512·1	1,651·3

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DECIMAL CURRENCY BOARD

Revised series of wholesale price index numbers

THE NEW SERIES of 1963-based wholesale price index numbers was introduced in the *Board of Trade Journal* of February 14. This article describes the new index numbers and compares them with the previous 1954-based series.

Nature of the index numbers

What distinguishes one index from another is the way the individual items are combined. The method of combining the price movements of individual commodities in these wholesale price series has two important characteristics. These are the use of base-year weights, and of the so-called net sector approach.

The use of fixed weights derived from the pattern of purchases and sales in the base-year throughout the period for which the index numbers are calculated means that they are of the type known as 'Laspeyre'. They differ from, for example, the index of retail prices for which weights are amended annually in accordance with recent trends in spending.

The fixed weights used in the new series of index numbers are different from those of the old series, in that they are derived from Census of Production figures for 1963 instead of these for 1954. In building up the index numbers, price relatives (that is, current prices expressed as a percentage of prices in the base year) have been combined in proportion to the value of net purchases of net sales in 1963. The new index numbers will therefore give a better guide to price movements since 1963 than the series with 1954 as 100.

Data available from the Census of Production for weighting purposes has been supplemented by short-term statistics of production, the Trade Accounts, and various other sources including advice from trade associations and firms, The Board wish to acknowledge the general help it receives from industry not only in connection with the change to the new base, but in the continuing provision of information on price movements.

In the 'net sector' approach the price movements used to compile the index number for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. To give some examples of this, the price index number for the home market sales of Order XVII of the SIC (Timber, Furniture, etc.) excludes timber sold to furniture-making establishments by sawmilling establishments as these are both within the sector covered by that index, but it includes timber sold to the construction industry. Similarly the price index for materials and fuel used by manufacturing industry as a whole measures the price movements of purchases from outside manufacturing. These include coal and crude oil, but exclude petrol and fuel oil, since these are themselves products of manufacturing. However, the index for materials and fuel used by the textile industries, for example, would include petrol and fuel oil as these are purchased from another sector of industry.

An important exception to this is that sales of finished capital goods are treated as sales outside manufacturing industry. This is in accordance with national income accounting practice, which treats capital formation as a separate sector. Thus the index for home market sales of all manufactured products is constructed from the price movements of goods sold outside manufacturing (including sales to construction, mining and quarrying etc., as well as finished consumer goods) and sales of capital goods.

Price quotations for over 11,000 closely defined home produced and imported products are used in calculating the series. Prices for home produced commodities are quoted ex-works*; thus the prices exclude purchase tax but include any duty paid by the producer. The prices collected are those that are quoted for current orders placed; prices being paid for current deliveries may differ from this if the time lag between the placing of an order and delivery is long. There are some exceptions to this, the most important being shipbuilding, where it is impracticable to obtain quotations for current orders and where prices of current deliveries are used.

*Unless it is the custom of the trade to quote delivered prices. In some cases, delivered prices are obtained in addition for use in constructing index numbers of materials and fuel used.

Changes made in the new series

The most important change made – that in the weights used – has already been referred to, and this section explains other major differences.

While both the old and the new series relate to manufacturing industry, the old was based on the 1958 Standard Industrial Classification, whereas the re-based series uses the new 1968 SIC, and the coverage is therefore a little different. Apart from the overall scope of the series, adoption of the new SIC also means of course that the coverage of many of the sector and commodity index numbers is different in the new series.

Since 1966, a systematic check has been carried out of the individual price quotations – then numbering about 7,000 – included in the 1954-based series to ensure that products specified remained representative of the output of manufacturing industry. At the same time additional price quotations were obtained in order to improve the coverage in many areas, including some where hitherto no price quotations had been obtained; and the number of price quotations was gradually increased to over 11,000.

The price movements of new or replacement items were 'linked in' to the old series when information first became available. The improvement in the information upon which the wholesale price index numbers are based has already therefore been increasingly reflected in the 1954-based series since 1966. For the new series the price movements of new and replacement items have been used in calculating the index numbers throughout. Thus for the years 1963 to 1965 and to a diminishing extent from 1966 to 1968 the price quotations used in the old series were both fewer in number and different in composition from the quotations used to calculate the new series for those years.

Differences in movement of the new series

Because of the three changes described above – the weighting pattern derived from 1963 purchases and sales, the use of the 1968 SIC, and the incorporation of new items or replacement of others – the new index numbers show movements since 1963 which are in many cases significantly different from those of the old series. The accompanying table compares the movements since 1963 of the principal index numbers included in Tables 1 and 2 which are available for both the old and the new series.

Comparison of new and old series	Incress in price index 1963 to 1968	
Home Market Sales	1954-based series Per cent	1963-based series Per cent
All manufactured products	17·5	15·3
Products of manufacturing industries other than food, drink and tobacco	16·1	12·5
Food manufacturing industries	14·1	14·5
Chemicals and allied industries	11·1	5·4
Steel industries	7·0	7·1
Engineering and allied industries	16·1	13·1
Textile industries other than clothing	11·1	7·7
Clothing and footwear	10·7	8·9
Timber industries	18·3	18·7
Paper industries	14·5	13·1
Materials purchased		
Basic materials and fuel used in manufacturing industry	16·2	17·3
Basic materials	16·5	17·0
Fuel	14·2	19·7
Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	18·2	20·5
Basic materials other than fuel	19·1	20·7
Materials and fuel used:		
Food manufacturing industries	12·0	10·6
Chemicals and allied industries	15·5	15·1
Mechanical engineering industries	18·3	17·1
Electrical machinery industry	24·1	24·9
Textile industries	3·9	2·6
Timber industries	20·7	20·3
Paper industries	14·1	15·1
Construction materials	15·2	14·8
House building materials	17·7	16·8

Generally speaking, the new series show smaller increases in prices since 1963. The tendency for the use of more up-to-date

(*Continued on next page*)

REVISED SERIES OF WHOLESALE PRICE INDEX NUMBERS, *continued*

weights to lower the level of index numbers has often been remarked. This is usually explained by the fact that products whose output has increased more than the average in quantity terms are likely to have a bigger weight (i.e. to account for a bigger proportion of sales value) in the later year, whereas because for instance of a reduction in overhead costs per unit, they will show a smaller than average price increase. A similar explanation runs in terms of consumer substitution of lower priced for higher priced commodities. For these explanations to apply to price changes between 1963 and 1968 requires that these trends in prices and costs continued beyond 1963. A switch from say metal to plastic materials between 1954 and 1963 due to a price advantage for plastics, giving a higher weight for plastics in the 1963 index, would result in a lower price movement after 1963 for the 1963-based index than for the 1954-based index only if prices of metals continued to advance faster relative to prices of plastic materials.

The introduction of new price quotations could on past experience also be expected to lower the level of the index numbers of output prices. This was found to be the tendency when the 1954-based series replaced the earlier series based on June 30, 1949. The explanation may be that developing lines were decreasing in price relative to longer established lines, whose price behaviour would be less affected by opportunities for cost reduction associated with the development of a mass market. The replacement of items no longer representative of the output of individual firms would also have the effect of lowering the level of the index, if the products replaced bore increasing overhead costs per unit of (declining) output.

Because the new and replacement products were incorporated into the old series gradually between 1966 and 1968, it has not been practicable to quantify the effect on the new series of their introduction. The tendency for the new series of output prices to show a lower rate of increase is however more marked in the period 1963-1965, when there were the greatest differences between the items used in the two series.

Food manufacturing and the timber industries are two sectors where exceptionally a slightly higher increase in output prices is shown by the new index. In the case of food, this result appears to be due to the classification changes. If the industries transferred from other sectors under the 1968 Standard Industrial Classification were excluded, the new index would be a little below the old in 1968.

For the index numbers of materials and fuel used, the tendency for the new series to show a smaller rise in prices since 1963 than the old series is less marked. For materials (other than fuel) used by manufacturing industry as a whole, where a slightly greater rise in price is shown in the new series, the majority of price index numbers for individual commodites were not significantly different from those of the old series, which is in contrast to the situation on the output side, where the index for almost every commodity was affected by the use of new or replacement price quotations. The higher figure shown by the index of materials used in manufacturing can be attributed to a smaller weight in the new series for wool, whose price was lower than in 1963, and a higher weight for copper, where average prices in 1968 were double those of 1963.

The most marked difference is that between the old index numbers of fuel used by manufacturing industry which showed a 14.2 per cent rise between 1963 and 1968, and the new series which rose 19.7 per cent. This is largely attributable to the use of improved price indicators for electricity.

For most broad sectors, however, there was a smaller increase in the new series of materials and fuel used. Purchases by each sector include commodities produced by other sectors, as well as purchases outside manufacturing, and since index numbers for most commodities produced by manufacturing industry increased by less than in the old series, this is reflected in the index numbers of materials and fuel purchased.

New and unpublished index numbers

Several new series have been constructed, and the principal additions are included in Tables 1 and 2. With the exception of electrical machinery, for each broad sector of manufacturing, for which index numbers are given, both an output price series and one for materials and fuel used are now made available. The list of commodities for which index numbers are published in Table 3 is not exhaustive, and the list (subject to revision) on pages 555 indicates what additional series can be made available on request.

Some index numbers have been constructed for the special purposes of particular users when the range of index numbers compiled for the overall wholesale price index does not meet their specialist requirements. Examples are index numbers of the prices of materials used in producing certain commodities, which could be used in connection with contract price adjustment clauses. Details of this service, for which a fee is normally charged, may be had on request.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 14, 1969.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Project Z:					
Ep. 1. African Landfall	Br/E 33903	15	February 10	Children's Film Foundation Ltd.	Lion Pacesetter Productions Ltd. for Children's Film Foundation Ltd.
Ep. 2. Espionage	Br/E 33904	16	February 10	" "	" "
Ep. 3. The Runaway Truck	Br/E 33905	14	February 10	" "	" "
Ep. 4. The Sandstorm	Br/E 33906	14	February 10	" "	" "
Ep. 5. Sharpshooters of the Desert	Br/E 33907	15	February 10	" "	" "
Ep. 6. Double Double-Cross	Br/E 33908	15	February 10	" "	" "
Ep. 7. Trapped in the Tombs	Br/E 33909	15	February 10	" "	" "
Ep. 8. The Deserted Village	Br/E 33910	15	February 10	" "	" "
Pas de Deux	Br/E 33914	14	February 12	Connoisseur Films Ltd.	National Film Board of Canada.
Pathe Pictorial Series 729/741:					
Pathe Pictorial No. 740	Br/E 33916	8	February 14	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 741	Br/E 33917	9	February 14	" "	" "
Dimensions	Br/E 33920	10	February 14	Cinecenta Film Distributors Ltd.	National Film Board of Canada.
Kurelek	Br/E 33921	10	February 14	" "	" "
(a) L'Evasions des Carrousels	Br/E 33922	7	February 14	" "	" "
(b) Carrousels					
Movietone News 2070A	Br/E 33781	7	February 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2071	Br/E 33782	7	February 14	" "	" "
Pathe News 69-13	Br/E 33834	7	February 14	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-14	Br/E 33835	7	February 14	" "	" "
				FOREIGN	
Don't Just Stand There	F 33900	99	February 10	Rank Film Distributors Ltd.	Universal International Films Inc.
Night of the Following Day	F 33901	93	February 10	" "	" "
The Counterfeit Killer	F 33902	95	February 10	" "	" "
Sin, Sun and Sex	F 33911	86	February 12	S.F. Film Distributors Ltd.	Paris Inter Productions and Capitole Films, Paris and Super International Pictures, Rome.
Coogan's Bluff	F 33912	94	February 12	Rank Film Distributors Ltd.	Universal International Films Inc.
Hellfighters	F 33913	110	February 12	" "	" "
Playtime	F 33915	115	February 13	Screenspace Ltd.	Spectafilm s.a. La Garenne-Colombes.
Interlude in the Marshlands	F 33918	30	February 14	Cinecenta Film Distributors Ltd.	A.B. Svensk Filmindustri, Stockholm.
The Teacher Nansen	F 33919	12	February 14	" "	Athena Film International, Copenhagen.

WHOLESALE PRICE INDEX NUMBERS

Output prices rise faster in 1968

THERE WAS A sharper rise in output prices in 1968 than in either of the previous two years, most of the increase coming in the earlier part of the year. The index of home market sales of manufactured products was 4½ per cent higher in December than at the end of 1967; the comparable percentage changes during 1966 and 1967 were respectively 2 per cent and 1½ per cent.

About half the increase in 1968 took place in the first three months of the year, bringing the rise since before the devaluation of sterling to just over 3 per cent by March. The contrast between the first three and the last nine months of 1968 is particularly marked if price increases associated with increased excise duties imposed in March and November are excluded: these apart, the index for manufactured products increased by about 1½ per cent between March and December.

In contrast to the more delayed effect on output prices, the bulk of price increases consequent upon devaluation had already influenced the price index for basic materials and fuel used in manufacturing by the end of 1967, which was then 8 per cent higher than before devaluation. There was a further overall rise of about 2 per cent by the end of 1968. Largely as a result of fluctuations in copper prices, a rise in the index of 2 per cent during the first quarter of 1968 was followed by a fall of 3 per cent between March and August. Between August and December the index rose 2½ per cent.

Basic materials and fuel

The index of materials and fuel used by manufacturing industry for the year as a whole averaged 9 per cent more than in 1967, which largely reflected the effects of devaluation. The influence of subsequent changes can be seen by the comparison given in Table A(i) between December 1967 and December 1968, though in some cases post-devaluation price increases may not have been fully reflected in the index by the end of 1967. This table shows changes in some of the major commodity groups represented and their effect on the total index.

More than half the overall rise of 2 per cent between the end of 1967 and the end of 1968 was the result of an increase of 4½ per cent for foodstuffs and tobacco, which took place in the last three months of the year. Significantly affecting the total index were also a reduction in crude petroleum prices, and increases for natural rubber, where most of the 21 per cent increase occurred since April, and for timber and paper-making materials. At least part of the increases in the latter two groups were probably attributable to devaluation.

Table A (i): Commodities represented in the index for All Manufacturing Industry

Commodity	Percentage change December 1967 to December 1968		Effect on price index of basic materials and fuel used in manufacturing industry	
Ores and metals:				
Ferrous	+ 4·9		+0·1	
Non-ferrous		−2·6		−0·2
Crude petroleum, etc.		−2·4		−0·3
Other mineral products	+ 2·0		+0·1	
Raw wool	+ 5·2		+0·2	
Other textile materials	+ 3·0		+0·1	
Timber	+ 8·8		+0·3	
Paper-making materials	+ 6·0		+0·4	
Oilseeds, etc.		−4·3		+0·1
Hides and skins	+17·2		+0·1	
Natural rubber	+20·8		+0·3	
Foodstuffs and tobacco	+ 4·6		+1·5	
Fuel		−0·1		−0·0
Other materials	+ 1·1		+0·0	
Total – Materials and fuel used in manufacturing industry	+ 2·2		+2·5	

Table A (ii): Purchases by Broad Sectors of Industry

Sector	Index Numbers 1963 = 100		
	December 1967	December 1968	Percentage change
All manufacturing industry	116·4	118·9*	+2·2
Food manufacturing	111·0	115·0*	+3·6
Non-food manufacturing:	119·7	121·2*	+1·3
Chemicals and allied	113·1	115·0*	+1·7
Steel industries	113·0	114·9*	+1·7
Mechanical engineering	115·9	117·7*	+1·6
Electrical engineering	131·5	131·4*	−0·1
Electrical machinery	123·7	124·6*	+0·7
Textiles	99·8	103·5*	+3·7
Clothing and footwear	106·8	112·4*	+5·2
Timber	115·6	123·0*	+6·4
Paper	112·7	116·1*	+3·0
Construction	112·0	115·9*	+3·5
Housebuilding	113·4	118·1*	+4·1

* Provisional figure.

Materials and fuel used in broad sectors of industry

As explained in the preceding article and in the notes at the end of this article, the index numbers of materials and fuel used in sectors of manufacturing industry relate to purchases from outside the sector of industry concerned and exclude all purchases within the particular sector. This should be borne in mind when examining the price movements shown in Table A(ii) or Table 1. The effects of devaluation, for example, which were particularly marked on the index for manufacturing industry as a whole because of the high weight of imported materials in this index, were dampened in the index numbers for sectors of manufacturing because of the inclusion of purchases from other sectors of manufacturing industry.

The index for materials and fuel used in food manufacturing moved within fairly narrow limits during the first nine months of 1968, but there was a rise of 5 per cent after September mainly as the result of sharp increases in cocoa and raw sugar prices. The index averaged 4½ per cent more than in 1967. The bulk of this was due to a rise in costs of imported materials of 7 per cent, though the effect of devaluation on this index was relatively small since some major food-supplying countries devalued at the same time as the United Kingdom.

Price index numbers for all broad sectors of non-food manufacturing rose in the early part of 1968, and in several sectors – textiles, clothing and footwear, the timber and paper industries – a rising tendency was apparent for most of the year. The index numbers for the chemical and allied industries and for the steel industries tended to decline slightly after March, and the engineering industries were mainly affected by fluctuations in copper prices, which after a sharp rise up to March, fell back in April and May and following some months of relative stability, began to rise again in the closing months of the year.

Comparisons on a year-to-year basis show increases ranging from 4 per cent in the steel industries to 10 per cent in electrical engineering, which was particularly affected by the increase of around a quarter in the average price of copper in 1968 as compared with 1967.

Prices of materials used in construction and in house building rose about 3 per cent during the first three months of 1968, changed little between March and August, but advanced a further 1 per cent by the end of the year. Year-on-year increases were 5 per cent for construction materials generally, and 6 per cent for house building materials.

Output prices

The index of home market sales of manufactured products was 4½ per cent higher at the end of 1968 than a year earlier. Table B(i) shows the effect of price changes in various industry groups on the index for all manufactured products. The contribution given in the table excludes goods sold between one group of manufacturing industries and another, except for sales of finished capital goods.

Each sector of manufacturing, other than coal and petroleum products, contributed to the rise. Over half was the effect of price increases in food, drink and tobacco, though of this about half was the result of duty increases. About a tenth of the rise in the overall index was the effect of an increase of 8 per cent in paper, printing and publishing, and a further tenth was contributed by the engineering industries (other than mechanical and electrical engineering) due rather to the large weight that this group of products has in the index than to the size of the price increase, which was below the average for all manufacturing industry.

Output of broad sectors of industry

Changes in index numbers of home market sales of broad sectors of industry between the end of 1967 and of 1968 are given in Table B(ii) and year-on-year changes in Table 2.

The index for the food manufacturing industries rose steadily in

(*Continued on next page*)

WHOLESALE PRICE INDICES, *continued*

Table B (i): Analysis of index of all manufactured products by industry of origin

Industry Group	Percentage change	Effect on price index of all manufactured products
Food, drink and tobacco (III)	+7·1	+2·7
Coal and petroleum products (IV)	—0·7	—0·0
Chemicals and allied industries (V)	+2·7	+0·2
Metal manufactures (VI)	+0·0	+0·0
Mechanical engineering (VII)	+2·7	+0·3
Electrical engineering (IX)	+2·8	+0·2
Other engineering and allied industries (VIII, X, XI and XII)	+3·6	+0·6
Textiles (XIII)	+3·6	+0·2
Clothing and footwear (XV)	+2·2	+0·1
Timber, furniture, etc. (XVII)	+5·6	+0·2
Paper, printing and publishing (XVIII)	+8·3	+0·5
Other manufactures (XI, XVI and XIX)	+2·6	+0·2
Total all manufactured products – Home market sales	+4·6	+5·2

Table B (ii): Output of broad sectors of industry

Sector	Index numbers 1963 = 100		
	December 1967	December 1968	Percentage change
All manufactured products – Home market sales	112·0	117·2*	+4·6
Food manufacturing	110·8	116·0*	+4·7
Non-food manufacturing:	109·6	113·2*	+3·3
Chemicals and allied industries	103·0	105·5*	+2·4
Steel industries	106·4	107·1*	+0·7
Engineering and allied industries	110·5	113·9*	+3·1
Mechanical engineering	112·9	115·9*	+2·7
Electrical engineering	109·5	112·8*	+3·0
Textile industries other than clothing	105·4	109·4*	+3·8
Clothing and footwear	107·4	109·8*	+2·2
Timber	113·5	119·9*	+5·6
Paper	107·7	113·3*	+5·2

* Provisional figures.

1968 except during the third quarter of the year. Price increases for bread, confectionery, sugar, and animal and poultry foods were those that most significantly affected the index during 1968, which was over 4½ per cent higher in December than a year earlier.

In all sectors of non-food manufacturing, price index numbers for home market sales moved upwards between the end of 1967 and April 1968 as increases in material prices following devaluation worked through. During the following eight months, in only two sectors – the textile industries and in clothing and footwear – was the rise in prices greater than in the previous four months. The index numbers for the chemicals and allied industries and for the steel industries showed little further change after April, and in electrical engineering the index was over ½ per cent lower in December than in April, the slight decline probably being associated with the fall in copper prices from their peak in the first quarter. In other sectors output prices increased further after April, but less sharply than in the first four months of the year.

In the year as a whole, the smallest average increase was one of a little under 1 per cent for the steel industries, where the price index of materials and fuel used had also risen the least. The sharpest increases were shown by the timber industries (8 per cent), the paper industries (7 per cent), and electrical engineering (4½ per cent). These three sectors were also those where the heaviest increases in the prices of materials and fuel used had been recorded.

An analysis of price changes in over 9,000 individual quotations used in calculating the output price series of home market sales is given in Table C.

Comparisons with previous years should be viewed in the context of the higher overall increase in prices last year. For all manufactured products, the rise between December 1967 and December 1968 was 4½ per cent, compared with 1½ per cent between December 1966 and December 1967, and 2 per cent the previous year. The higher rate of increase in the overall price level is reflected in a doubling of the proportion of quotations which increased during 1968, and a drop in the proportion which decreased. However, given the circumstances of devaluation, the proportion of quotations either unaltered or decreased (41 per cent) is surprisingly high, particularly if this is compared with the 1966 figure of 51 per cent.

Of quotations that were increased between December 1967 and December 1968, the size of increase tended to be greater than in the previous two years. The proportion of increases of up to 4 per cent fell from 40 per cent in the preceding year to 27 per cent, and the proportion of increases of over 6 per cent rose from about 33 per cent in each of the two previous years to 45 per cent.

There was considerable variation among the industry groups although in only one – metal manufactures – did the number of quotations reduced or unchanged significantly exceed the number increased. At the other end of the scale, 85 per cent of quotations from the paper, printing and publishing industries were increased, and of these 27 per cent exceeded 10 per cent. Though there was some apparent association between the proportion of quotations increased and the average size of increases in different industry groups, in some cases, for example in the shipbuilding, marine engineering and vehicles group, there was an above average proportion of quotations increased but the median size of the increases was smaller than in most other industry groups.

Notes on Index Numbers of Wholesale Prices—1963 = 100

(1) The index for an individual commodity is its current home market price expressed as a percentage of its annual average home market price in 1963.

(2) The index numbers are calculated from the price movements of some 11,000 closely defined materials and products representative of goods purchased and manufactured by United Kingdom industry. In building up the index numbers, price movements are

(*Text continued on page 549*)

Table C. Analysis of changes in price quotations for individual items. December 1967 – December 1968

S.I.C. Order	Total quotations	Quotations unchanged		Quotations increased		Increased						Quotations decreased	
		No.	%	No.	%	Under 2%	2%–4%	4%–6%	6%–8%	8%–10%	Over 10%	No.	%
Coal and Petroleum Products, Chemical and Allied Industries (IV and V)	1,165	482	41·4	582	50·0	62	150	127	87	64	92	101	8·6
Metal Manufactures (VI)	320	153	47·8	146	45·6	41	25	27	39	1	13	21	6·6
Engineering and Electrical Goods (VII, VIII and IX)	3,435	1,359	39·6	1,900	55·3	144	268	668	327	186	307	176	5·1
Shipbuilding and Marine Engineering and Vehicles (X and XI)	324	88	27·2	232	71·6	19	64	72	40	19	18	4	1·2
Metal Goods not elsewhere specified (XII)	861	268	31·1	563	65·4	39	45	206	93	65	115	30	3·5
Textile Industries other than Clothing (XIII)	689	188	27·3	447	64·9	94	95	75	64	43	76	54	7·8
Leather, Leather Goods and Fur (XIV)	61	13	24·6	43	70·5	5	5	16	8	3	6	3	4·9
Clothing and Footwear (XV)	593	190	32·0	348	58·7	92	80	69	46	24	37	55	9·3
Bricks, Pottery, Glass, Cement, etc. (XVI)	436	148	33·9	259	59·4	39	56	48	47	27	42	29	6·7
Timber, Furniture, etc. (XVII)	397	117	29·5	264	66·5	10	41	66	73	32	42	16	4·0
Paper, Printing and Publishing (XVIII)	322	31	9·6	273	84·8	9	27	52	55	55	75	18	5·6
Other Manufacturing Industries (XIX)	488	150	30·7	283	58·0	17	38	71	57	36	64	55	11·3
1967/8 TOTAL	9,091	3,189	35·1	5,340	58·7	571	894	1,497	936	555	887	562	6·2
1966/7	8,741	5,420	62·0	2,397	27·4	363	597	651	244	171	371	924	10·6
1965/6	8,626	3,578	41·5	4,215	48·8	560	954	1,290	553	302	556	833	9·7

Chart 1

ALL MANUFACTURING INDUSTRY

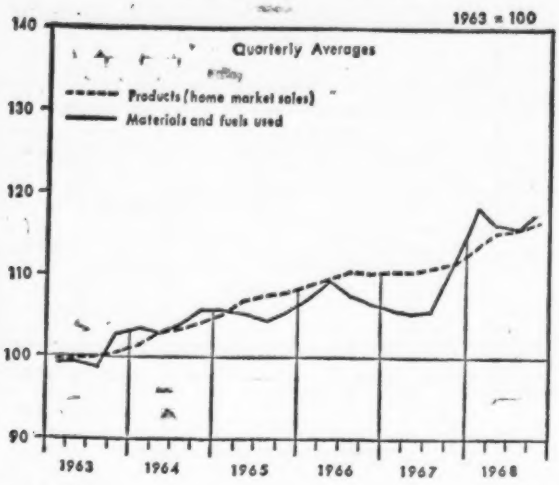


Chart 2

NON-FOOD MANUFACTURING INDUSTRY

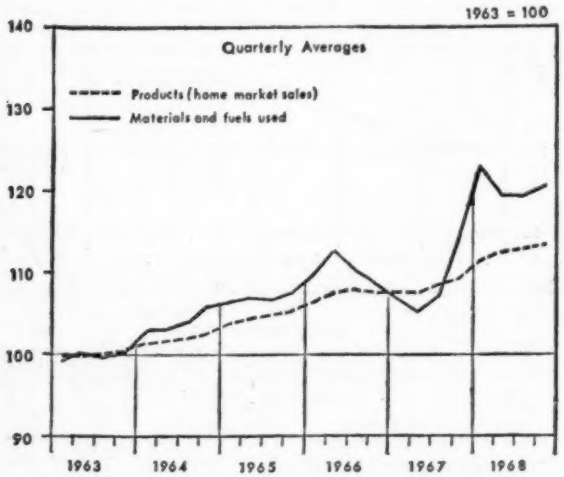


Chart 3

MECHANICAL ENGINEERING INDUSTRIES

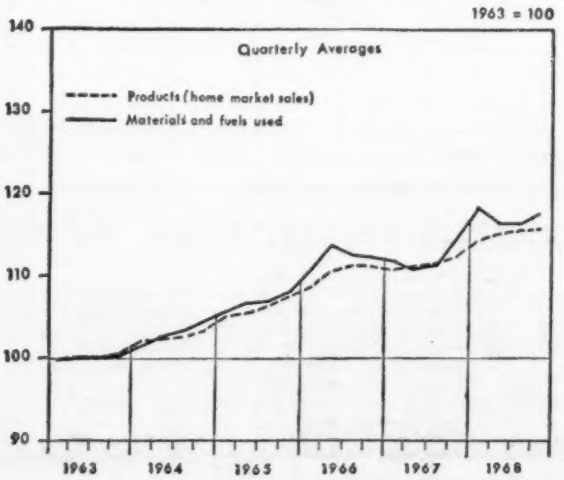


Chart 4

ELECTRICAL ENGINEERING INDUSTRIES

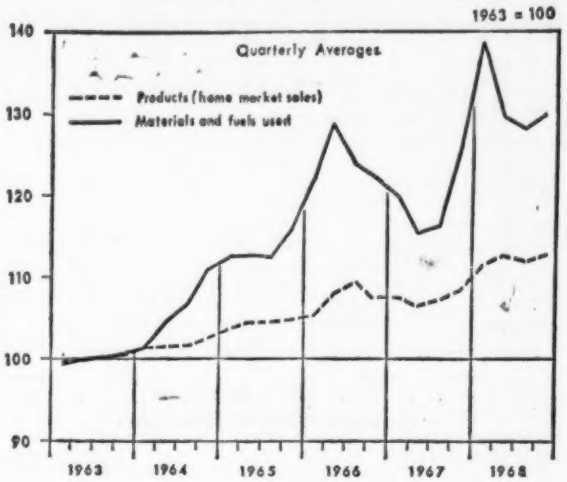


Chart 5

CHEMICALS & ALLIED INDUSTRIES

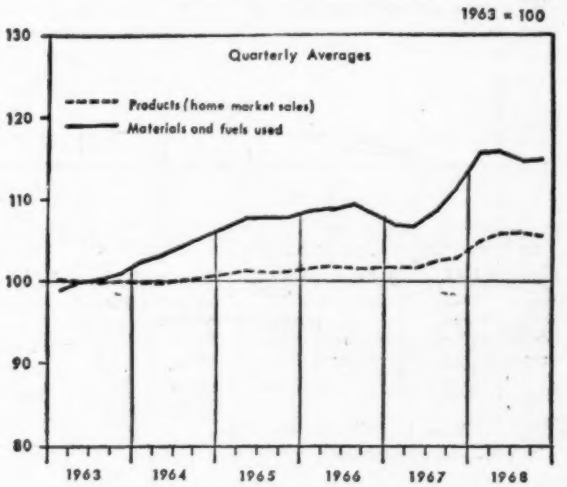
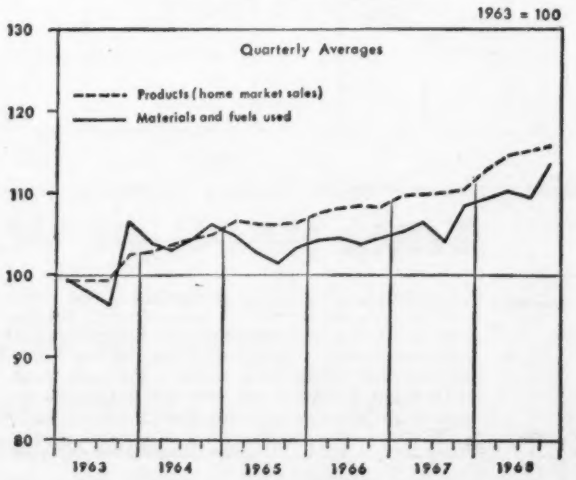


Chart 6

FOOD MANUFACTURING INDUSTRIES



WHOLESALE PRICE INDICES, *continued*

Chart 7

TEXTILE INDUSTRIES

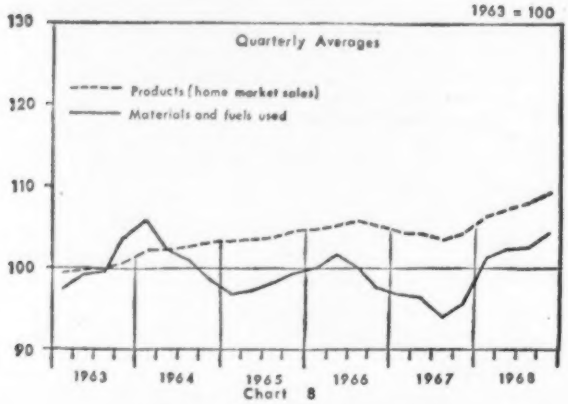


Chart 8

CLOTHING & FOOTWEAR INDUSTRIES

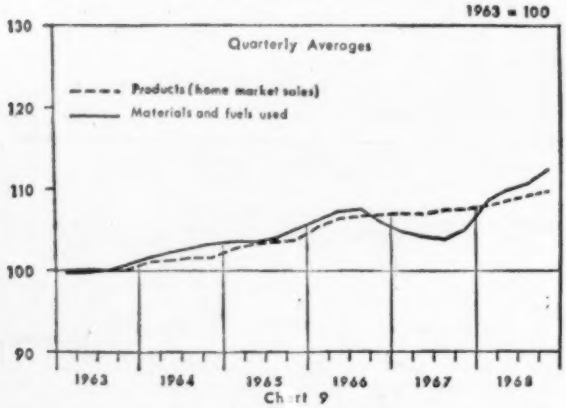


Chart 9

TIMBER INDUSTRIES

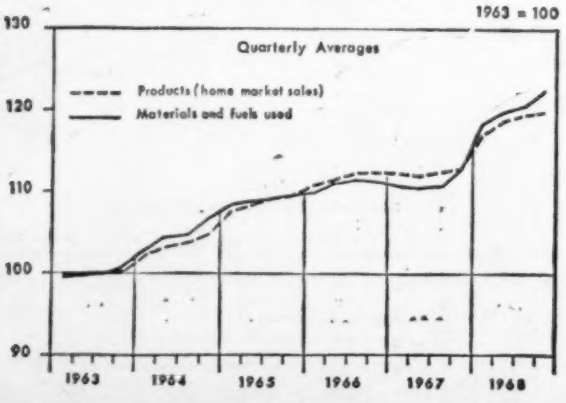


Chart 10

PAPER INDUSTRIES

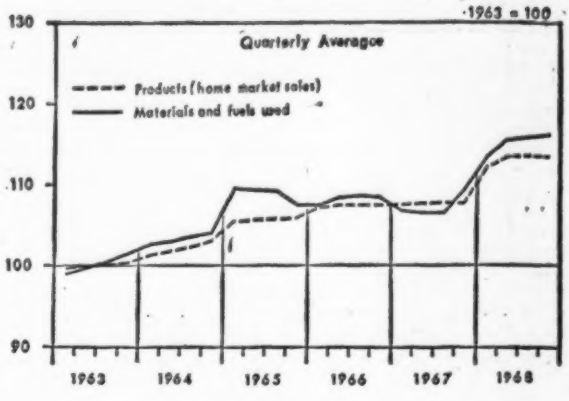


Chart 11

BUILDING & CIVIL ENGINEERING

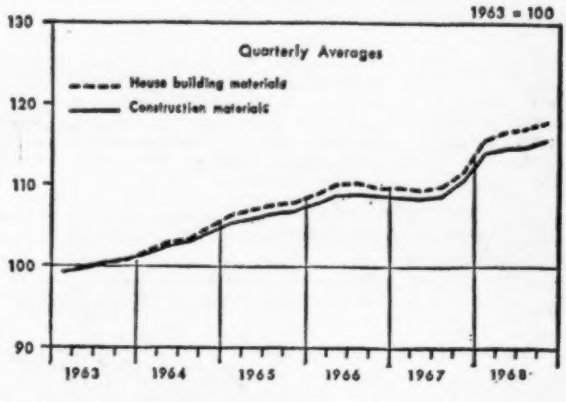
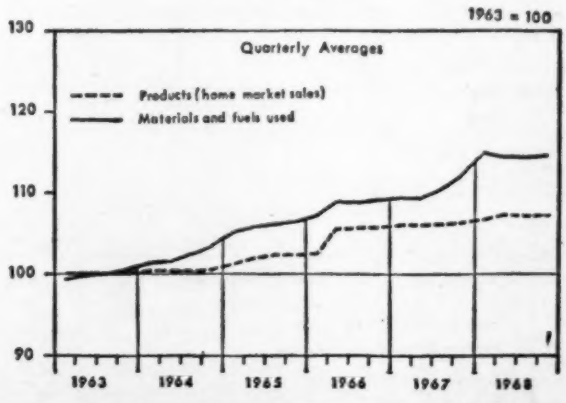


Chart 12

STEEL INDUSTRIES



Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37s. 6d. (by post 39s.)

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combined in proportion to the value of net purchases or net sales in 1963. This use of net weights means that the price movements used to compile the index number for a particular sector of industry are only those which relate to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded.

(3) The weights have been derived from the Census of Production, short-term statistics of production, the Trade Accounts, information supplied by trade associations and from various other sources.

(4) Commodity price index numbers are combined into the index numbers of materials purchased by and output of broad sectors of industry in Tables 1 and 2. The index numbers of materials purchased by industry include imported materials. Few indicators of export prices are available, but where possible export unit value index numbers have been used in their absence to construct index numbers of total sales. The price index numbers of total sales are consequently less reliable than those of home market sales.

(5) Commodity index numbers in general relate to a 'principal product' (or a group of principal products) of an industry as defined in the Census of Production; the weights used in compiling the index numbers include the value of sales of the principal products of an industry by undertakings classified to other Census industries.

(6) In determining the weights used in calculating index numbers which combine the price movements of several materials or products, the value of goods for which no price series are available is imputed to prices series which may be expected to move similarly.

(7) As far as possible 'delivered' prices are used in compiling the index numbers of materials purchased by industry; 'ex-works' prices are used in compiling the index numbers of commodities produced in the United Kingdom, unless it is the normal custom of the trade to quote delivered prices. The prices are exclusive of purchase tax but include any subsidy paid to or duty paid by the producer.

(8) Where the price for an item ceases to be available and the item is replaced by a substitute, an adjustment is made to maintain comparability.

(9) To facilitate further calculation the index numbers are given to one decimal place in most cases, but small month to month movements have little significance. Index numbers for which full information has not been received are shown with an asterisk to indicate that they are provisional. Commodity index numbers are revised to take account of errors or very late notification of price changes, but unless these revisions are exceptionally important they are not carried through to the index numbers of purchases and output of sectors of industries in Tables 1 and 2.

(10) The series of wholesale price index numbers based on 1963=100 was introduced in the *Board of Trade Journal* on February 14, 1969. Previously the index numbers were based on 1954=100, and the differences between this series and the new series are explained in an article in this issue of the *Board of Trade Journal*.

(11) Details of the constituent items and weights used in the construction of the index numbers in Tables 1 and 2 may be obtained on application. A list of unpublished index numbers available on request is on page 555.

Correction

The following amendments should be made to Table 1 of the wholesale price index numbers published on page 437 of the week's issue of the *Board of Trade Journal*, dated February 14.

Orders III to XIX – Basic materials and fuel used in manufacturing industry. The following figures should be substituted.

1968		1968		1968		1969	
January	117·5	May	115·9	October	117·4		
February	118·6	June	117·0	November	118·5		
March	119·4	July	116·1	December	119·1 (provisional)		
April	116·4	August	115·9	January	119·8 (provisional)		
		September	116·3				

Orders IV to XIX – Basic materials other than fuel. Amend the March, 1968 figure to read 125.6.

Table 1

1963 = 100

1968 Standard Industrial Classification Minimum List Headings		Annual Averages					Percentage changes				
		1964	1965	1966	1967	1968*	1963/1964	1964/1965	1965/1966	1966/1967	1967/1968
	Materials Purchased by Manufacturing Industry										
Orders III to XIX	Basic materials and fuel used in manufacturing industry.	104·1	105·4	108·0	107·5	117·3	+4·1	+1·2	+2·5	—0·5	+ 9·1
	Basic materials	104·4	104·9	107·3	106·3	117·0	+4·4	+0·5	+2·3	—0·9	+10·1
	†Fuel	101·8	108·6	112·9	115·4	119·7	+1·8	+6·7	+4·0	+2·2	+ 3·7
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	103·9	106·8	110·2	108·4	120·6	+3·9	+2·8	+3·2	—1·6	+11·3
	Basic materials other than fuel	104·4	106·4	109·6	106·7	120·7	+4·4	+1·9	+3·0	—2·6	+13·1
	Materials Purchased by Selected Broad Sectors of Industry.										
211 to 229	Materials and fuel used in the food manufacturing industries.	104·3	103·0	104·2	106·0	110·6	+4·3	—1·2	+1·2	+1·7	+ 4·3
Order V	Materials and fuel used in the chemicals and allied industries.	103·8	107·6	108·7	108·4	115·1	+3·8	+3·7	+1·0	—0·3	+ 6·2
311 and 312	Materials and fuel used in the steel industries	102·0	105·9	108·4	110·0	114·4	+2·0	+3·8	+2·4	+1·5	+ 4·0
Order VII (excluding MLH 342)	Materials and fuel used in the mechanical engineering industries.	103·1	106·8	112·3	112·0	117·1	+3·1	+3·6	+5·1	—0·3	+ 4·6
Order IX	Materials and fuel used in the electrical engineering industries.	106·2	113·4	124·2	119·2	131·5	+6·2	+6·8	+9·5	—4·0	+10·3
361	Materials and fuel used in the electrical machinery industry.	103·5	108·5	118·0	115·8	124·9	+3·5	+4·8	+8·8	—1·9	+ 7·9
Order XIII	Materials and fuel used in the textile industries	102·0	97·8	99·8	95·9	102·6	+2·0	—4·1	+2·0	—3·9	+ 7·0
Order XV	Materials and fuel used in the clothing and footwear industries.	102·4	104·0	106·6	104·4	110·4	+2·4	+1·6	+2·5	—2·1	+ 5·7
Order XVII	Materials and fuel used in the timber industries	104·6	108·9	110·9	111·3	120·3	+4·6	+4·1	+1·8	+0·4	+ 8·1
481 to 484	Materials and fuel used in the paper industries	103·2	108·8	108·0	107·3	115·1	+3·2	+5·4	—0·7	—0·6	+ 7·3
Order XX	Construction materials	102·9	106·1	108·6	109·1	114·8	+2·9	+3·1	+2·4	+0·5	+ 5·2
Part of Order XX	House building materials	103·3	107·2	109·7	110·1	116·8	+3·3	+3·8	+2·3	+0·4	+ 6·1

*Provisional figures. †Coal, electrical and gas. (Crude oil is included in basic materials used in manufacturing industry.)

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WHOLESALE PRICE INDICES, *continued*

Table 2

1963 = 100

1968 Standard Industrial Classification Minimum List Headings		Annual Averages					Percentage changes				
		1964	1965	1966	1967	1968*	1963/1964	1964/1965	1965/1966	1966/1967	1967/1968
	Output of Manufactured Products										
Orders III to XIX	All manufactured products: Total sales	102·7	106·1	109·5	111·1	116·6	+2·7	+3·3	+3·2	+1·5	+5·0
	Home market sales	102·9	106·8	109·6	110·9	115·3	+2·9	+3·8	+2·6	+1·2	+4·0
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	101·9	104·3	107·8	109·3	115·1	+1·9	+2·4	+3·4	+1·4	+5·3
	Home market sales	101·9	104·6	107·3	108·2	112·5	+1·9	+2·6	+2·6	+0·8	+4·0
	Output of Selected Broad Sectors of Industry										
211 to 229	Products of the food manufacturing industries: Home market sales	103·9	106·2	107·9	109·9	114·5	+3·9	+2·2	+1·6	+1·9	+4·2
Order V	Chemicals and allied industries: Total sales	100·6	102·2	103·2	103·7	108·1	+0·6	+1·6	+1·0	+0·5	+4·2
	Home market sales	100·1	101·0	101·7	102·1	105·4	+0·1	+0·9	+0·7	+0·4	+3·2
311 and 312	Steel industries: Total sales	100·4	101·6	104·3	105·4	107·5	+0·4	+1·2	+2·7	+1·1	+2·0
	Home market sales	100·5	101·9	104·9	106·1	107·1	+0·5	+1·4	+2·9	+1·1	+0·9
Orders VII to XII	Engineering and allied industries: Total sales	101·7	104·5	108·3	110·3	116·0	+1·7	+2·8	+3·6	+1·8	+5·2
	Home market sales	101·9	104·7	108·1	109·0	113·0	+1·9	+2·7	+3·2	+0·8	+3·7
Order VII (excluding MLH 342)	Mechanical engineering: Home market sales	102·5	106·1	110·4	111·5	115·1	+2·5	+3·5	+4·1	+1·0	+3·2
Order IX	Electrical engineering: Home market sales	101·7	104·4	107·6	107·5	112·4	+1·7	+2·7	+3·1	—0·1	+4·6
Order XIII	Textile industries other than clothing: Total sales	102·8	104·1	105·6	104·9	108·7	+2·8	+1·3	+1·4	—0·7	+3·6
	Home market sales	102·5	103·7	105·2	104·1	107·7	+2·5	+1·2	+1·4	—1·0	+3·5
Order XV	Clothing and footwear: Home market sales	101·3	103·4	106·4	107·2	108·9	+1·3	+2·1	+2·9	+0·8	+1·6
Order XVII	Timber industries: Home market sales	103·6	108·7	111·7	112·3	118·7	+3·6	+4·9	+2·8	+0·5	+5·7
481 to 484	Paper industries: Home market sales	102·0	105·6	107·4	107·6	113·1	+2·0	+3·5	+1·7	+0·2	+5·1
Order XX	†*New Construction*	*102*	*106*	*111*	*113*	*117*	*+2·0*	*+3·9*	*+4·7*	*+1·8*	*+3·5*

*Provisional figure.

† The index for New Construction (building costs) is weighted according to 1954 values. The index has been rebased to 1963 = 100 by dividing the figures as originally calculated on 1954 = 100 by the annual average for 1963 and is provisional until index numbers with 1963 weights are available.

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Table 3. (a) Commodities produced in the United Kingdom—1963 = 100

1968 Standard Industrial Classification References		Annual Averages				
		1964	1965	1966	1967	1968*
PRODUCTION OF MINING AND QUARRYING:						
101	Coal	100·4	101·0	110·1	112·6	112·8
	Domestic coal	100·6	102·3	113·2	115·3	116·2
102/1	Granite chippings	101·4	102·4	103·3	100·7	99·8
202/2	Slates	107·3	114·3	117·3	116·5	119·3
109/3	Salt	97·5	97·5	96·1	97·2	95·6
FOOD, DRINK AND TOBACCO:						
211/1	Flour	106·2	104·6	105·8	114·8	121·7
216	Sugar, refined	102·9	93·1	89·3	91·5	93·9
217	Chocolate and sugar confectionery	102·7	104·7	103·9	107·7	115·0
213	Beer	107·5	117·6	123·7	128·3	129·5
240	Tobacco and cigarettes	106·4	118·9	122·3	122·2	129·9
COAL AND PETROLEUM PRODUCTS:						
261	Hard coke	100·0	107·3	112·0	113·6	113·6
262	Motor, spirit, standard grade (including duty)	101·7	112·1	115·7	121·6	131·6
262	Medium fuel oil (950 secs.)	100·0	100·0	100·6	108·4	114·0
263	Lubricating oils and greases	100·9	100·8	102·3	104·2	111·7
CHEMICALS AND ALLIED INDUSTRIES:						
271	General chemicals	99·5	98·9	100·0	100·3	102·9
	Acetic acid, B.S.S. 576 – 1950.	99·1	93·1	92·2	94·5	97·8
	Acetone, B.S. 509 – 1950	97·7	97·7	97·7	100·2	103·8
	Aluminium sulphate (14 per cent Al_2O_3)	101·3	107·7	112·8	115·4	119·2
	Barium carbonate, precipitated 98/99 per cent in powder form	100·0	100·0	104·9	108·5	115·7
	Barium chloride, fine crystals, 98/99 per cent	101·0	107·7	112·8	119·4	129·2
	Benzole, pure, B.S.S. 135/2 – 1963	93·3	82·8	81·8	82·7	84·0
	Butanol, B.S.S. 508 – 1966	96·0	96·0	95·5	94·5	96·8*
	Caustic soda liquor, 100 TW	100·0	102·2	102·2	102·4	102·8
	Ethyl alcohol, industrial, B.S.S. 307 – 1966 (P.B.S.)	107·0	107·0	107·0	107·0	107·1
	Hydrogen peroxide, 130 vol.	100·0	100·0	100·0	100·0	100·0
	Liquid chlorine, pure	100·0	98·1	98·1	101·0	105·8
	Methanol, refined	100·0	100·0	100·0	103·6	109·5
	Nitric acid, concentrated, 100 per cent	96·5	93·0	93·0	94·6	97·2
	Phenols and their salts	97·3	80·0	79·1	80·2	82·3
	Phosphorus and compounds	100·0	100·0	100·0	100·0	104·4
	Phthalic anhydride	101·1	102·2	100·7	112·5	135·5
	Salicylic acid, technical or commercial grade	100·0	100·0	100·6	101·2	117·4
	Soda ash, light, ex-works	105·5	105·5	106·2	109·1	113·7
	Sodium cyanide, 98/99 per cent standard quality	99·2	99·2	99·2	100·9	103·5
	Sodium sulphide, solid, 60/62 cent	100·0	100·0	100·0	102·7	109·3
	Sulphuric acid	98·9	96·9	114·5	115·1	115·8
	Titanium dioxide	100·9	101·8	107·8	107·8	111·7
	Trichlorethylene, metal degreasing	100·0	100·0	100·0	103·6	110·6
	Tri-tolyl phosphate	99·8	99·8	99·8	99·8	99·8
	Urea, technically pure	100·0	100·0	100·7	104·6	107·4
272/1	Pharmaceutical chemicals	98·7	96·5	92·9	92·2	93·8
272/2	Pharmaceutical preparations	99·2	98·1	95·8	94·8	95·5
273	Toilet preparations	103·5	109·3	113·3	114·5	121·2
274	Paint	100·4	101·4	101·6	101·7	103·9
275	Candles	100·0	108·7	110·7	110·6	113·5
	Glycerine	104·1	106·7	112·3	135·8	151·6
	Soap	104·0	114·7	115·4	113·7	116·1
	Soapless detergents	100·9	103·4	103·4	100·9	102·2
276	Synthetic resins and plastic materials	98·0	96·1	95·3	93·4	95·7
	Cellulose acetate sheet, commercial clear transparent	100·0	105·8	106·3	106·3	106·7
	Laminated materials	99·9	100·3	101·0	101·3	106·7
	Phenolic and cresylic plastics: moulding powders	100·0	100·0	100·0	100·0	108·2
	Polystyrene and styrene copolymer moulding powders	97·2	89·1	82·1	80·3	78·2
	Polyvinylchloride - granular polymer	98·5	98·5	98·4	86·1	88·7
277	Dyes and dyestuffs	100·0	113·7	113·9	113·6	113·3
	Pigments and earth colours, inorganic	107·5	109·3	109·2	111·8	118·3
279/1	Polishes	101·4	106·5	110·4	114·4	120·1
279/3	Explosives, private sector only, including sportion ammunition, permitted explosives and electric detonators	102·1	108·3	114·8	114·3	116·0
279/4	Formulated pesticides	98·0	99·3	102·5	102·8	106·3
279/4	Disinfectants	100·3	102·4	103·0	103·4	105·5
279/7	Photographic paper and films, and photochemical materials	101·6	102·5	102·6	104·5	117·6
	Cinematograph film	102·7	102·7	102·7	105·7	121·4
IRON AND STEEL AND OTHER METALS:						
311/2	Steel sheets	99·8	100·2	101·9	102·4	102·2
311/2	Tinplate	100·8	105·0	108·2	108·6	108·3
311/2	Other finished steels	100·5	102·0	105·1	106·3	107·3
312	Steel tubes	101·2	102·6	106·9	110·1	113·4
313/3 and 313/4	Iron castings	102·8	105·9	111·0	112·3	113·5
321	Aluminium and allyminium alloy products:					
	Rolled	107·0	110·0	113·6	116·0	128·0
	Extruded and drawn	107·2	109·7	113·6	115·8	125·5
	Castings	104·9	109·0	113·4	117·1	124·2
	Forgings	104·1	105·6	110·2	112·5	116·6
322	Brass ingots, 65/35, B.S.S. 1400-B 3 delivered	128·6	149·7	195·2	165·8	201·9

*Provisional figure.

(Continued on next page)

WHOLESALE PRICE INDICES, *continued*

3. (a), *continued*

1968 Standard Industrial Classification Reference		Annual averages				
		1964	1965	1966	1967	1968*
	SURGICAL INSTRUMENTS AND APPLIANCES, ETC.					
353/1	Dental goods	102·7	105·5	109·0	112·2	123·8
	Artificial teeth	103·4	104·8	106·3	106·2	109·7
	Dental equipment	104·6	111·4	118·4	121·7	129·3
	Dental instruments	102·6	108·1	113·4	117·4	123·3
353/2	Spectacles, etc.	102·9	111·1	117·5	117·7	118·7
	Complete spectacles (National Health Service)	103·5	113·4	120·8	121·1	122·3
	Complete spectacles (other than National Health Service)	101·8	107·3	113·7	113·7	114·1
	ELECTRICAL GOODS					
365/1	Gramophone records, etc.	102·1	101·9	102·8	103·8	104·0
368	Domestic electrical appliances	100·4	100·8	102·4	103·2	104·2
	Electric cookers	100·7	100·1	99·7	99·7	100·4
	Electric fires and heaters	103·9	104·7	107·1	109·5	111·8
	Electric vacuum cleaners	100·0	100·3	102·0	101·9	103·0
	Electric washing machines	97·9	96·9	99·7	98·9	94·4
	Electric refrigerators	99·8	100·5	98·4	100·1	100·2
	OTHER METAL GOODS					
391	Tools and implements	104·1	107·8	110·0	112·1	117·8
392	Cutlery, spoons and forks	103·4	106·8	110·0	111·8	117·6
	Cutlery (other than razors and razor blades)	105·2	109·1	114·7	117·8	122·6
	Razor blades	100·0	99·8	99·3	98·8	98·9
	Spoons and forks	106·0	112·6	117·9	121·1	136·8
399/6	Domestic hollow-ware	106·0	114·1	124·2	127·8	137·1
399/7	Vats, tanks, cisterns and other industrial hollow-ware	102·7	104·1	108·2	108·2	110·1
399/9	Domestic gas appliances	100·8	101·9	102·0	102·0	102·0
	TEXTILES					
411	Man-made fibres	97·8	95·3	91·3	86·4	86·3
412	Man-made fibres yarns	102·2	102·7	101·0	98·6	99·8
412	Cotton and cotton mixture yarns	105·7	109·8	111·4	112·0	129·8
	Cotton carded yarns	104·7	109·2	111·0	111·4	129·3
	Cotton combed yarns	109·4	112·5	113·1	114·3	132·3
412	Irish linen yarns (wetspun)	116·8	110·6	111·3	108·5	110·8
413	Cotton cloth	104·6	109·9	111·6	111·0	123·6
413	Man-made fibres fabrics	101·4	104·3	105·3	103·0	106·2
413	Linen	111·1	114·2	118·7	119·7	123·3
	Light linen	113·6	118·3	122·5	124·4	128·6
	Heavy linen	105·1	104·4	109·4	108·4	110·3
414/1	Wool tops	102·8	90·0	95·2	82·7	84·2
414/2	Worsted yarns	103·3	96·0	99·5	93·4	96·6
414/5	Woollen fabric	106·4	102·5	105·7	104·8	109·8
414/6	Pressed wool felt	101·7	106·3	108·9	109·4	112·4
415	Jute yarn	108·2	120·7	129·4	129·9	140·0
415	Jute piece-goods	109·1	119·2	132·7	135·8	137·7
416	Rope, twine and net	102·5	98·6	95·9	94·7	95·6
	Cordage, cables, ropes and twines of textile materials	102·5	97·9	94·9	93·6	94·6
	Nets and netting	102·8	105·5	106·5	106·5	106·7

1968 Standard Industrial Classification Reference		Annual Averages				
		1964	1965	1966	1967	1968*
417	Hosiery and other knitted goods	100·0	99·8	99·4	97·7	97·4
419	Carpets and rugs	104·8	105·6	108·4	109·3	110·1
	Carpets – woven and tufted	104·8	105·5	108·3	109·3	110·0
	Mohair and pile fabric rugs	104·6	107·0	109·5	110·2	112·5
421	Narrow fabrics	102·2	105·8	106·3	106·6	110·2
422/2	Canvas goods and sacks	93·2	105·3	113·3	99·4	103·7
429/2	Coir and sisal mats and matting	102·1	105·4	114·4	120·0	134·7
	LEATHER AND LEATHER GOODS					
431/1	Leather for footwear	101·2	106·7	122·1	115·8	123·8
432	Travel goods	103·1	106·0	110·5	112·4	115·0
432	Goods of leather or substitute materials, other than travel goods	104·4	111·4	117·4	118·2	122·7
	Ladies' handbags	101·9	106·5	111·0	111·4	118·1
	Leather straps and belts	103·2	108·4	121·5	124·7	129·5
	CLOTHING AND FOOTWEAR					
441-449	Make-up clothing	101·6	103·6	106·2	106·9	108·5
441	Weatherproof outerwear	100·9	102·0	104·6	105·3	105·5
442	Men's and boys' tailored outerwear	100·9	102·5	104·8	106·4	107·5
443	Women's and girls' tailored outerwear	103·4	104·5	109·5	109·8	111·6
445/1	Women's and girls' light outerwear	102·3	105·0	107·4	108·9	110·9
446/1	Felt hats	103·6	107·6	110·7	110·2	113·5
450	Footwear	100·5	102·6	106·8	107·6	109·6
	BRICKS, POTTERY, GLASS, CEMENT, ETC.					
461/1	Refractory goods, including bricks	101·3	102·4	105·1	106·1	112·8
461/2	Non-refractory goods, including bricks	102·8	103·8	104·6	105·5	109·8
	Building bricks, fletton, common, delivered	101·5	101·5	102·1	103·4	111·8
	Building bricks, common, other than fletton, ex-works	106·1	112·4	114·2	115·6	120·0
462/1	Pottery electrical ware	103·4	106·5	109·7	109·7	112·3
462/3	Domestic china and earthenware	102·3	107·3	114·5	119·2	124·5
463/1	Glass (other than containers)	100·3	102·6	106·5	108·0	110·4
463/2	Glass containers	102·0	108·7	110·3	110·2	110·6
464	Cement, delivered	102·2	105·0	105·4	106·7	109·0
469/1	Abrasive paper and cloth	100·0	103·1	104·0	105·2	113·8
469/2	Cast stone and cast concrete products	103·4	106·4	107·2	107·8	110·0
	TIMBER, FURNITURE, ETC.					
471/1	Home-grown hardwood, sawn	103·1	106·8	107·2	107·0	108·7
471/2	Building Joinery	105·8	111·0	114·9	116·0	124·6
472	Domestic furniture	102·5	107·5	110·6	111·4	117·7
473	Bedding, etc.	103·0	108·7	111·2	109·5	114·9
475/2	Wooden boxes, packing cases and crates, etc.	103·3	107·5	112·3	113·8	118·4
479/1	Cork sheet	101·7	102·8	107·8	107·8	113·2

*Provisional figure.

Table 3. (a), *continued*

1968 Standard Industrial Classification Reference		Annual averages				
		1964	1965	1966	1967	1968*
PAPER AND PAPER PRODUCTS						
481	Paper and board	101·9	104·5	105·0	104·6	112·9
482/1	Cardboard boxes, cartons and fibreboard packing cases	102·8	108·6	110·2	110·5	114·3
482/2	Packaging products of paper, etc.	103·5	107·7	108·9	108·3	114·1
	Paper sacks	106·1	110·1	112·1	112·7	120·1
	Paper bags	101·9	104·8	106·0	103·4	108·1
483	Manufactured stationery	100·4	103·1	107·0	107·3	113·1
484/1	Wallpaper	99·8	100·8	112·7	116·2	129·7
OTHER MANUFACTURED PRODUCTS						
491/1	Rubber tyres and tubes	100·2	103·0	105·4	105·4	105·4
491/2	Rubber goods (other than tyres and tubes)	100·3	102·4	103·3	103·3	108·0
492	Linoleum and felt base	106·5	110·7	116·2	117·9	126·9
493	Brushes and brooms	101·3	104·1	106·0	106·7	110·7
494/1	Toys and games	101·4	104·4	108·8	110·0	114·7
	Wooden toys	103·6	113·1	116·0	117·5	126·6
	Metal toys	103·2	105·2	110·7	110·5	112·6
	Dolls (stuffed and other) and soft toys	101·0	106·6	108·1	108·3	112·1
	Indoor games	100·7	102·9	108·0	110·1	120·8
	Plastic toys	99·8	100·4	105·7	108·2	111·8
	Pedal cars, scooters and toy perambulators	103·6	109·8	113·8	113·4	119·7
494/2	Perambulators, etc.	101·7	105·4	107·3	108·3	113·9
494/3	Sports equipment	99·8	102·2	107·3	108·4	111·1
495/1	Pens and pencils	101·2	104·6	107·0	107·3	112·8
	Pencils (other than mechanical)	100·4	108·8	110·2	110·2	120·8
	Pencils (mechanical)	101·0	101·8	102·1	103·5	106·4
	Fountain pens	101·4	103·7	106·4	106·8	111·0
495/2	Other stationers' goods	103·0	105·1	106·4	108·6	111·8
496	Plastic mouldings	100·7	97·8	94·0	92·0	90·5

*Provisional figures.

Table 3. (b) Commodities wholly or partly imported into the United Kingdom – 1963=100

	Annual Averages				
	1964	1965	1966	1967	1968
Hides and skins	105·8	123·3	159·1	117·8	130·6
Imported	105·5	123·1	162·8	124·5	126·6
Native	106·1	123·6	154·0	108·8	135·9
Non-ferrous metals					
Aluminium, virgin ingot, delivered	105·4	108·3	108·3	110·2	129·3
Copper, ex-ship, wharf or warehouse†	150·1	203·6	237·1	178·5	224·3
Lead, ex-ship, wharf or warehouse†	159·3	183·2	150·0	132·1	160·5
Nickel, refined, delivered	100·0	100·0	101·1	114·5	140·5
Tin, ingot, min. 99·75% settlement price	136·0	155·8	142·5	134·4	145·5
Zinc, ex-ship, wharf or warehouse†	153·6	148·0	132·9	131·0	144·8
Oils, resins and gums					
Linseed oil, crude, Argentinian	109·5	100·2	89·7	96·6	128·5
Palm oil, c.i.f. in bulk	107·3	124·9	105·3	105·0	92·8
Whale oil, crude	192·1	209·8	213·2	181·2	145·2
Rosin gum, W.W., ex-wharf	101·8	111·1	108·9	110·2	128·4
Shellac, F.O. T.N., pure, ex-wharf	104·7	120·5	126·2	109·2	109·2
Phosphate rock	100·4	105·5	112·5	111·6	119·3*
Pyrites, c.i.f., United Kingdom ports	106·0	109·6	119·0	127·1	153·2
Natural rubber	92·4	93·6	88·1	76·0	84·9
Sulphur, crude (for acid making), c.i.f.	95·3	115·3	183·1	188·1	217·1
Textiles					
Coir yarns, c.i.f. United Kingdom ports	99·2	98·8	98·6	99·1	114·9
Cotton, raw	100·8	99·1	94·8	97·2	112·1
American type	99·8	98·6	95·4	98·7	113·8
Egyptian type	104·5	101·2	92·4	91·1	105·0
Jute, raw, c.i.f. Dundee					
'Export Hearts'	..	..	..	144·9	..
P.W.C. grades	..	..	..	..	152·9
'Export Lightnings'	115·9	126·7	144·2	137·9	..
P.W.B. grades	..	..	..	..	141·6
Silk, raw, delivered mill	78·7	92·7	105·4	129·4	139·8*
Sisal, East Africa No. 1 Grade, c.i.f. London	92·2	62·1	56·0	48·1	52·7
Wool, raw	103·7	88·8	93·4	81·8	85·7*
Medium and coarse, crossbred, c.i.f. United Kingdom	107·1	90·6	87·4	73·5	67·5
Fine, crossbred, c.i.f. United Kingdom	103·5	87·5	95·8	83·4	90·1
Merino, c.i.f. United Kingdom	99·5	87·1	96·2	88·2	99·1
Timber					
Imported hardwood (ex-yard or wharf)	102·2	104·3	106·2	108·6	126·0*
Imported plywood (delivered to consumers)	103·6	114·9	115·7	112·1	124·9
Imported softwood (delivered to consumers)	108·2	113·0	113·4	113·4	125·6
Woodpulp, imported	104·8	108·0	104·5	104·8	117·4

*Provisional figures. †L.M.E. mean of buyers' and sellers' prices of morning session. .. Not available.

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Table 4. Annual average wholesale prices for selected Commodities imported into the United Kingdom

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of sale	1964	1965	1966	1967	1968
Non-ferrous metals:						
Aluminium virgin ingot, delivered consumer's works	£ per ton	190·81	196·00	196·00	201·44	233·96
Copper, ex-ship, wharf or warehouse. London Metal Exchange price	£ per ton	352·88	469·88	554·47	417·34	523·98
Lead, ex-ship, wharf or warehouse London, excluding duty or premium	£ per ton	101·25	115·00	95·15	83·76	101·80
Nickel, refined, 1 ton and over, delivered consumer's works	£ per ton	642·00	642·00	649·17	747·25	902·00
Tin, ingot, min. 99·75 per cent, ex-ship, wharf or warehouse	£ per ton	1240·92	1414·13	1296·59	1222·45	1323·86
Zinc, ex-ship, wharf or warehouse London, excluding duty or premium	£ per ton	118·12	112·97	101·99	100·43	111·18
Oils and resins:						
Linseed oil, crude, Argentinian	£ per ton	84·83	77·58	69·48	74·82	99·46
Palm kernel oil, crude, naked, ex-works	£ per ton	108·41	129·36	100·62	106·38	152·78
Palm oil, crude, c.i.f., in bulk, Nigerian 5 per cent	£ per ton	84·76	98·70	83·17	82·98	71·89
Shellac, F.O.T.N. pure, ex-wharf	s. per cwt.	199·34	229·47	240·42	207·96	208·03
Rubber, raw, No. 1 R.S.S., one month future. London, average buyers' and sellers' prices	d. per lb.	20·28	20·80	19·54	16·73	18·59
Wool, raw, c.i.f. UK:						
Merino, clean scoured, 64's	d. per lb.	105	92	100	95	106
Fine crossbred, dominion, clean scoured 58's	d. per lb.	98	84	91	80	87
Medium and coarse crossbred, dominium, clean scoured 50's.	d. per lb.	83	71	71	59	56
Jute, raw, c.i.f. Dundee:						
'Export Hearts'	£ per ton	..	..	..	120·80	..
P.W.C. grades	£ per ton					132·08
'Export Lightnings'	£ per ton	109·08	118·16	134·80	128·67	
P.W.B. grades	£ per ton	..	..	..	..	141·15
East African sisal No. 1 grade, c.i.f. London	£ per ton	134·05	90·25	81·38	70·04	77·25
Ceylon coir fibre mattress. Fair ordinary brown, c.i.f. basis ports	s. per cwt.	42·75	42·12	41·33	40·09	45·41
Indian coir yarn, superior Anjengo, c.i.f.	£ per ton	124·21	119·50	119·12	120·65	149·62
Woodpulp, c.i.f. East Coast, 3 month's payment basis:						
Chemical, sulphite, bleached	£ per ton	54·50	57·90	54·50	55·01	57·76
Chemical, sulphite, easy bleaching	£ per ton	50·00	52·08	50·00	50·37	53·25
Chemical, sulphite, strong	£ per ton	48·00	50·08	48·00	48·51	52·50
Chemical, sulphate, unbleached Kraft	£ per ton	46·50	47·50	45·50	45·90	49·00
Mechanical, unbleached	£ per ton	28·50	30·50	30·00	30·68	36·00

.. Not available.

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WHOLESALE PRICE INDICES (ANNUAL)

In addition to those published in Table 3, index numbers for the following are available on request. The list is provisional.

1968 SIC reference MLH	Commodities produced in the United Kingdom
102	Stone and slate quarrying and mining; stone quarrying and mining; rough granite blocks; uncoated limestone; roadstone agricultural ground limestone; industrial ground limestone.
103	Chalk, clay, sand and gravel extraction; china clay; sand and gravel.
109	Iron ore.
221	Vegetable and animal oils and fats.
229	Starch.
239	Spirits, home market, duty paid.
240	Cigarettes; pipe tobacco.
262	Paraffin wax.
271	Inorganic chemicals; caustic soda, soda ash and other sodium compounds; sulphuric and other inorganic acids; other inorganic acids other than sulphuric acid; ammonia and ammonium compounds; blacks, carbon and mineral; other inorganic chemicals; organic chemicals; alcohols; coal tar products; hydrocarbons including derivatives; hydrocarbons; derivatives of hydrocarbons; phthalic acid anhydride, acids carboxylic and anhydrides; nitrogen-function organic compounds; other organic chemicals; bleaching materials; plasticizers.
272	Pharmaceutical chemicals and preparations; chemicals affecting the nervous system; anti-infective agents; antibiotics; penicillins; penicillins traditional; tetracyclines; vaccines; other anti-infective agents; hormone preparations; cortics-steriods; topical cortics; preparations affecting metabolism and nutrition; vitamins; drugs affecting the nervous system; analgesics, aspirin and compounds; other analgesics; tranquilizers; anti-depressives; preparations acting on the cardiovascular system; preparations acting on the alimentary system; antacids; preparations acting on the respiratory system; topical preparations, etc.
273	Perfumes and toilet waters; hair preparations; hair settings, lotions and spirits; soapless shampoos; home permanent waving outfits; dental preparations; preparations specifically for men; make-up; face powders; lipsticks; manicure preparations; other make-ups; treatment creams; face creams; face and skin lotions; other toilet preparations; talcum, baby and other dusting powders; bath preparations.
274	Primers and sealers; undercoats; varnishes and lacquers; finishes; emulsion paints; bituminous paints; industrial paints.
275	Soaps, detergents, candles and glycerine; toilet and shaving soap; soap flakes, chips, powders; soapless detergents – paste and other forms; oleine, stearine, etc.
276	Synthetic resins, plastic materials and synthetic rubber; phenolic and cresylic plastics – resins; expandable polystyrene and styrene copolymers; amino-plastics solid and liquid resins; polyolefin moulding materials; cellulose acetate and nitrate plastics; alkyd resins; polyvinyl chlorides; PVC-moulding materials; PVC-plasticized sheet; transparent cellulose wrapping.
277	Dyestuffs and pigments; pigments; synthetic organic pigments.
279	Gelatine, adhesives, etc.; adhesives; gelatine; sealants; insecticides; herbicides; fungicides; disinfectants; surgical and medical dressings and sanitary towels; surgical and medical dressings.
313	Automobile castings; other engineers' castings; malleable castings; cast pipes and fittings – non pressure; cast stoves and grates; building and domestic castings.
321	Aluminium plates, sheets and strip; aluminium blanks, circles, etc.
322	Copper wirebars; brass strip and sheet and yellow metal.
323	Magnesium ingots; titanium billets; zinc sheets; nickel and nickel alloys; solder; cobalt; lead pipe; ferro-alloys.
353	Dental materials.
368	Domestic electrical cooking appliances; domestic portable mechanical electrical appliances; domestic refrigerators; domestic gas refrigerators.
391	Files and rasps; handsaws and blades; pliers, pincers and nippers; agricultural and horticultural edged tools; carpenters' and builders' edged tools; spanners and wrenches.
392	Cutlery (excluding forks and spoons); spoons and forks – plated with silver; spoons and forks – plated with base metal or unplated.
393	Bolts, nuts, screws and rivets; nuts and bolts.
396	Precious metals; gold; platinum; silver; precious metals of the platinum group.
399	Metal furniture, office and works equipment; metal office and works equipment; catering equipment; metal windows and fittings; locks, latches and keys; aluminium domestic hollow-ware; needles, pins, fishhooks and other metal smallwares; needles (other than hosiery needles); hosiery machine elements; slide fasteners; gas cookers; gas water heaters; gas wash boilers and washing machines; gas fires; gas coke fires, lighters, etc.; brass manufactures; miscellaneous brass manufactures; plumbers' brassware; domestic oil burning appliances; metal furnishings for doors and windows; curtain rails, valances, etc.
412	All synthetic yarns; all regenerated yarns; man-made fibre yarns spun on the cotton and flax systems; regenerated yarns spun on the cotton and flax systems; synthetic yarns spun on the cotton and flax systems.
413	Loomstate lenos, cellulars, madras, muslins and lappets; poplins; sateens, warp satins, jeanettes; sheetings; blankets and blanket cloth; cambrics, lawn, voiles, etc.; surgicals, scrims; cotton cloth drills, jeans, denims, dungarees, gaberdines; tickings and other striped cloth; dobby and jacquard weaves; canvas, ducks, awnings; tyre cord fabric; other plain cloths including tea towels, dish cloths; terry towels and towelling; velveteens, corduroy, fustians; coloured checks; other cloths for raising; silk weaving; man-made fibres loomstate fabrics as follows:- linings; dress, shirtings and overalls; furnishing; corset fabric; spun suitings; industrial fabric.
414	Woven worsted cloth; wool rags; blankets; synthetic yarns spun on the worsted system.
417	Hose; men's hose; women's hose; children's and infants' socks; children's nylon hose; men's underwear, shirts and nightwear; men's cotton underwear; men's wool underwear; women's underwear; women's cotton underwear; children's and infants' underwear; children's cotton underwear; children's wool underwear; knitted outerwear; men's outerwear; women's outerwear; children's outerwear.
419	Woven carpets; tufted carpets.
421	Elastic webs and cords; non-elastic narrow fabrics; boot, shoe and corset laces; tape and light webbing; petersham, galloons and ribbons.
422	Household textiles and handkerchiefs; sheets and cotton blankets; pillow cases; towels; handkerchiefs; canvas bags for food.
429	Woven plastic mattings; needleloom felt and carpeting.
442	Men's and youths' overcoats; men's and youths' jackets, trousers and suits; boys' jackets, trousers and suits.
443	Women's overcoats; women's suits, skirts and slacks; maids' and girls' school and other uniforms.
444	Heavy overalls and aprons; men's and boys' shirts and nightwear; pyjamas, shirts; shirts – woven fabric; shirts – knitted fabric.
445	Dresses, lingerie and infants' wear; dresses and suits – woven fabric; light overalls, aprons, etc.; lingerie; infants' wear.
446	Industrial helmets.
449	Corsets and brassieres; corsets; brassieres; gloves; leather gloves; men's leather gloves; women's leather gloves.
450	Men's boots and shoes with leather soles; men's boots and shoes with non-leather soles; women's shoes with leather soles; women's shoes with non-leather soles; youths' and boys' shoes with leather soles; youths' and boys' with non-leather soles; maids' and girls' shoes with non-leather soles; infants' shoes; boots and shoes with non-leather uppers; slippers and indoor footwear; non-leather slippers; sandals.
461	Bricks, fireclay and refractory goods; basic bricks; non-fletton facing bricks; engineering bricks; non-fletton common building bricks – delivered; pipes and conduits – vitrified; roofing tiles (ex-works); vitrified pipes.
462	Pottery; sanitary ware and tiles; sanitary ware; tiles; domestic earthenware; domestic china.
463	Illuminating glassware; glass containers other than for food.
469	Abrasives; pitch fibre pipes; sandlime bricks; plaster board; lime products; agricultural lime; hydrated lime for building; lump line for building; coated limestone roadstone, coated granite and whinstone roadstone; roofing felt; thermal insulation materials.
471	Homegrown hardwood in the round; homegrown oak, ash, elm and beech in the round; homegrown ash, elm, beech and oak – sawn; doors; windows and door frames; other joinery.
472	Furniture and upholstery; non-upholstered domestic furniture; bedroom furniture; bookcases, bureaux, occasional furniture; dining room furniture; kitchen furniture; three-piece suites; fully upholstered chairs; open wood arm easy chairs; wooden furniture other than domestic.
473	Spring interior mattresses; soft mattresses and pillows.
475	Cases for packing; beer boxes and mineral water cases; textile packing cases.
481	Paper and board other than building board; coated paper; coated paper – off machine; coated paper – on machine; uncoated paper; printings and writings including newsprint; food wrapping papers; kraft wrapping paper; other wrapping paper; household and other tissues; industrial and special purpose papers; uncoated board; packaging boards; boards for industrial and special purposes; coated board.
482	Packaging products of paper, board, etc.; cardboard boxes; cartons; food cartons; other cartons; fibreboard packing cases; corrugated packing cases.
483	Envelopes; miscellaneous stationery; manuscript and account books.
484	Paper and board manufactures; toilet paper.
489	General printing and bookbinding.
491	Rubber hose; rubber motor accessories; rubber and plastic machinery belting; rubber matting and flooring; latex foam products; miscellaneous rubber goods; rubber thread.
494	Non-mechanical metal toys; soft toys; pedal cars and scooters; perambulators.
495	Fountain pens with gold nibs; ball point pens; other fountain pens.
496	Plastic mouldings other than components, accessories; building materials of plastic; plastic piping and fitments for water services; builders' hardware of plastic; domestic catering and furnishing goods of plastic; plastic toilet requisites; packaging materials of plastic; plastic caps, closures, bottles and jars, plastic bags, wrappers and other packaging materials; components, accessories and semis of plastics; radio and television cabinets of plastic; electrical apparatus and components of plastic; other industrial and commercial trade mouldings of plastic.
499	Pianos.

Commodities wholly or partly imported into the United Kingdom

Imported grey cloth; paper and paperboard manufactures; imported hardwoods – obeche, mahogany, oak, utile, beech, ramin, iroko; imported sacks and bags; copper scrap (No. 1 bright wire); quicksilver; bismuth; phosphate rock for fertilizer manufacture; imported hides and skins – wet; imported hides and skins – dry; imported goatskins; imported calfskins; cotton linters; raw wool (India/Pakistan types); imported raw jute – PWB, PWC, PTC, PTD; flax; coir fibre; coir yarn; chemical woodpulp; chemical woodpulp – sulphite bleached; chemical woodpulp – sulphate bleached; chemical woodpulp – sulphate unbleached; casein; groundnuts; copra; palm kernels; herring oil; cotton seed oil; whale oil, crude.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, 20 Great Smith Street, London, E.C.4. Telephone inquiries should be made to 01-222 7877, Ext. 3411 or 3548.

Turnover of the motor trades in December

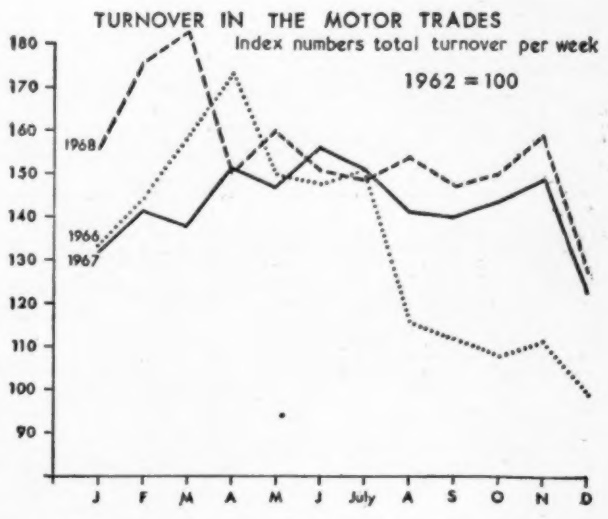
THE TOTAL TURNOVER of the motor trades in December was 3 per cent higher than in December 1967. This increase on a year earlier was somewhat less than those recorded in each of the four previous months, a change reflecting the large decrease in sales of new motor vehicles in December in comparison with increases in the previous months.

For 1968 as a whole the total turnover of the motor trades was 9 per cent higher than in 1967. Between the two years new registrations of cars were virtually unchanged, while for commercial vehicles there was an increase of 4 per cent; but the greater part of the increase in the value of sales was probably accounted for by price increases.

Sales of new vehicles in the month were 8 per cent less than in December 1967, a decrease which follows and probably balances the 10 per cent increase on a year earlier recorded in November. It will be recalled that the large increase was attributed to special factors affecting trading in November.

Sales of second hand vehicles showed virtually no change on a year earlier, in comparison with falls of around 7 per cent recorded in the three previous months; this change in the comparison is largely a reflection of the high levels of business recorded in the months preceding December 1967, and the reduced level in December itself following the November 1967 measures.

Sales of petrol, oil and accessories, together with receipts from servicing and repairs, were 11 per cent higher than in December 1967, a similar rise to that between 1967 and 1968 as a whole. A strong demand for tyres and seat belts contributed to the rise – which was higher than in previous years – but some part of this was accounted for by price increases, e.g. increased duty on petrol.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)		1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
		1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
		1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
		1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
		1968	155	172	154	150	144	156	176	183	150	160	151	149	154	147	150	159	127
		1967	+7	—6	—3	+15	+30	—1	—2	—13	—12	—2	+4	+1	+22	+25	+33	+34	+24
		1968	+9	+26	+1	+4	+5	+18	+24	+33	—1	+9	—3	—2	+9	+5	+5	+7	+3
Analysis of Turnover: Sales of new motor vehicles (£1,119 million)		1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
		1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
		1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
		1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
		1968	158	204	148	140	141	185	209	214	136	165	144	130	149	141	149	172	111
		1967	+7	—16	—10	+24	+72	—10	—10	—25	—29	—2	+5	—7	+47	+53	+74	+77	+66
		1968	+9	+41	—7	+1	+2	+33	+39	+48	—15	+6	—11	—14	+9	+6	+4	+10	—8
Sales of second hand motor vehicles (£568 million)		1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
		1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
		1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
		1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
		1968	137	158	142	135	112	125	174	173	142	149	137	139	139	129	127	126	90
		1967	+12	—8	—2	+37	+38	—6	—3	—12	—6	—7	+7	+15	+47	+54	+52	+47	+17
		1968	+3	+27	—6	—5	—4	+19	+30	+31	—4	+4	—13	—6	+1	—7	—6	—7	Nil
All other sales and Receipts (£1,292 million)		1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
		1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
		1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
		1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
		1968	160	151	164	165	160	144	147	160	165	161	164	171	166	159	162	161	157
		1967	+5	+6	+4	+2	+6	+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	+6
		1968	+11	+11	+12	+10	+10	+5	+8	+19	+15	+14	+9	+9	+12	+9	+10	+8	+11

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by the December 1968 turnover was the five weeks from November 24, 1968, to December 28, 1968; the corresponding period in 1967 was from November 26, 1967 to December 30, 1967.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in December was at about the same level as in December 1967, and for the year 1968 as a whole 6 per cent more than in the previous year.

Statistics issued by the Wool Industry Bureau of Statistics show that in 1968 deliveries of woven fabrics (excluding blankets) were about the same as in 1967; deliveries of worsted yarn were 10 per cent more. Production of wool and hairtops in 1968 was 5 per cent more than in 1967 and of man-made fibre tops 32 per cent more.

Output of the wool textile industry

Quarterly averages or totals for quarters or months

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops: Wool and hair	Tops: Man-made fibres	Woollen yarn (a)	Worsted yarn	Woven fabrics (excluding blankets) (b): Woollen	Woven fabrics (excluding blankets) (b): Worsted	Blankets (a)
	Million lb.					Million sq. yds.		
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1968	97·8	53·3	20·1	81·2	54·1	40·6	33·1	8·2
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1967 Dec.	29·0	15·5	5·4	24·7	15·0	12·3	10·2	3·0
1968 Jan.	34·7	19·1	6·1	29·0	18·2	14·1	12·5	3·3
Feb.	33·5	18·6	6·1	27·7	17·6	12·8	11·7	2·9
Mar.	34·7	19·4	6·8	28·3	18·8	12·9	11·4	2·8
Apr.	32·5	18·0	5·9	26·6	17·2	11·8	10·3	2·3
May	37·9	21·0	7·3	31·0	20·3	15·8	12·3	2·3
June	29·9	16·9	5·9	23·8	16·3	13·2	9·6	2·2
July	31·3	18·8	6·8	23·5	17·9	14·1	10·9	1·9
Aug.	24·1	11·7	5·2	22·5	14·9	12·9	8·1	2·5
Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1
Oct.	35·8	18·6	8·3	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9

(a) Estimated. (b) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

Quarterly averages or totals for quarters

	Wool tops	Yarns		Woven fabrics		Other wool textile products (a)	Total
	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn sq. yds.	£m.	£m.
1963	10·71	24·00	5·32	8·47	15·94	22·32	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	22·36	1·03	32·95
1965	7·24	16·00	5·13	7·55	17·00	22·19	1·15	30·52
1966	7·17	15·67	5·02	7·38	15·96	20·29	0·92	29·07
1967	5·63	12·85	4·51	6·92	14·96	18·91	0·84	25·95
1968	5·99	14·02	5·11	7·90	16·53	20·76	1·07	28·70
1966								
1st qtr.	7·50	16·86	5·11	7·42	16·29	21·14	0·91	29·80
2nd qtr.	7·39	16·05	5·01	7·50	15·20	19·06	0·92	28·52
3rd qtr.	6·67	14·38	4·66	6·62	15·62	19·85	0·91	27·85
4th qtr.	7·13	15·38	5·29	7·96	16·75	21·13	0·95	30·13
1967								
1st qtr.	6·77	15·31	4·99	7·55	15·36	19·77	0·97	28·09
2nd qtr.	5·98	13·53	4·98	7·65	15·97	19·74	0·90	27·83
3rd qtr.	5·18	11·49	4·17	6·34	14·59	18·53	0·79	24·73
4th qtr.	4·60	11·08	3·90	6·16	13·92	17·60	0·72	23·14
1968								
1st qtr.	5·66	14·33	4·53	7·09	15·33	19·84	1·07	26·59
2nd qtr.	6·43	14·71	4·69	7·19	16·29	20·30	1·05	28·46
3rd qtr.	6·24	14·04	5·03	7·75	17·54	22·03	1·03	29·84
4th qtr.	5·61	13·00	6·19	9·59	16·98	20·86	1·14	29·92

(a) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

Textile and clothing industries: orders and deliveries

NET NEW ORDERS received by the textile and clothing industries, which levelled off after reaching a peak in the second quarter, were 6 per cent higher in 1968 than in 1967. Deliveries, fairly steady for most of 1968, were 5 per cent higher than in 1967. Order books at the end of December were 13 per cent higher than at the end of 1967.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)

ndex numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968*	129		99		96	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1966 1st quarter	122	122	100	98	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	87	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter*	121	128	84	98	91	95
4th quarter*	129	129	107	98	100	96
1967 October	104	106	112	94	101	91
November	112	109	121	99	99	91
December	114	114	95	108	89	97
1968 January	115	114	88	92	86	90
February	115	116	101	96	99	93
March	117	117	109	103	104	99
April	121	120	101	101	91	94
May	128	123	115	106	97	94
June	129	125	100	105	97	103
July*	124	123	70	85	84	92
August*	122	126	85	105	89	96
September*	121	128	98	105	100	98
October*	123	126	109	91	105	95
November*	129	126	125	102	107	98
December*	129	129	88	100	88	96

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (b) At constant (average 1958) prices. *Provisional.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in December was 3 per cent more than in December 1967, and for the year 1968 was 7 per cent more than in 1967.

Statistics issued by the Textile Council show that in 1968 production of single yarn was 3 per cent more than in 1967; the amount of yarn doubled was 5 per cent more. The total yardage of cloth woven in 1968 was 1 per cent more than in 1967; output of cloth wholly of cotton was 2 per cent less and of man-made fibre and mixture cloth 5 per cent more.

Production in the cotton industry

Weekly averages

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1968	7·26	2·86	2·12	2·20	2·18	14·1	10·7
1967 December	6·86	2·43	1·92	1·93	1·99	13·3	9·4
1968 January*	7·49	2·74	2·09	2·18	1·81	14·8	10·9
February	7·81	2·87	2·23	2·29	2·33	15·3	11·4
March	7·95	2·93	2·28	2·32	2·40	15·3	11·6
April	7·07	2·62	2·12	2·15	2·15	13·9	10·4
May*	8·08	3·02	2·36	2·57	2·19	15·1	11·7
June	6·35	2·67	1·93	1·79	2·21	13·9	10·3
July*	6·03	2·19	1·80	2·12	1·69	9·4	7·9
August	7·46	2·99	2·07	2·21	2·10	14·8	10·8
September	6·40	2·76	1·94	1·99	2·33	13·5	10·0
October*	7·77	3·32	2·32	2·26	2·29	15·2	11·5
November	7·90	3·35	2·32	2·33	2·72	15·4	11·7
December	6·72	2·87	1·92	2·09	2·18	12·7	9·9

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton waste, and mixtur yarns of cotton and cotton waste. (*c*) Deliveries. *Average of 5 weeks. †53-week period.

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 51 Ordnance and small arms (price 3s. 6d. or, including postage, 3s. 10d.).
Part 108 Timber (price 4s., or including postage, 4s. 4d.).
Part 124 Plastics moulding and fabricating (price 3s. 6d., or including postage, 3s. 10d.).

Copies can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, P.O. Box 569, London, S.E.1.

Monthly Digest of Statistics

Definitions and explanatory notes

THE JANUARY ISSUE of the *Monthly Digest of Statistics* published on February 1 incorporates several new series.

Tables 14-16. The tables on *distribution of the working population* and *employees in employment* now include figures for the whole of the United Kingdom.

Tables 46 *and* 47. The series on *output per head* and *total home costs and labour costs per unit of output*, first published in *Economic Trends* last October, will now be included regularly in the *Monthly Digest*.

Regular users of the *Monthly Digest* will be interested to know that the annual supplement *Definitions and Explanatory Notes* was published on February 11, price 3s. 9d.

Index of industrial production for December

THE INDEX of industrial production for December 1968, seasonally adjusted, is estimated provisionally at 143 (1958=100) compared with a figure of 142 for October. For manufacturing industry alone the figure was 145, the same as for November.

For the three months October to December 1968 it is provisionally estimated that production as a whole was 1.1 per cent higher than in the preceding three months July to September 1968; for the manufacturing industries alone there was an increase of 1.4 per cent.

Detailed tables will appear in next week's *Journal*.

The British Ambassador to The Hague, Sir Peter Garran, KCMG, recently visited the Centrale Aalsmeerse Veiling, GA (flower auction) at Aalsmeer, where he inspected the new fl.850,000 ICL-1900 computer which has resulted in a 40 per cent speedier handling of the product and a more than 30 per cent higher auctioning speed. Left: Sir Peter Garran (centre) inspects the new ICL equipment. Right: Sir Peter Garran (right) and Mr. P. M. Eveleens, assistant manager of the flower auction, admires a consignment of orchids.

Exhibitions and Fairs

British sporting goods in Houston

A report from the British Consulate-General, Houston

THE 40th Annual Convention and Exhibition of the National Sporting Goods Association was held in Houston, Texas, from February 2-6. Occupying 550,000 sq. ft. of the Astrohall exhibition building, adjoining the famed Astrodome, the event was described as the largest sporting goods trade show ever held anywhere. Last year the Federation of British Manufacturers of Sports and Games sponsored a joint venture display in Chicago where the event has been held since its inception. This year 25 British firms, participating in a joint venture organized by the FBMSG and the Board of Trade, joined over 1,100 American exhibitors as well as manufacturers from Canada, Austria, Belgium, Italy, the Federal Republic of Germany, Japan and a number of other countries in savouring balmy Gulf Coast temperatures (instead of Chicago's ice and snow) and offering a wide variety of sporting goods to the 25,000 trade buyers who thronged the exhibition in four and a half days. While the British firms accounted for a small proportion of the 1,140 companies exhibiting they occupied a combined area of 5,000 sq. ft. and formed the largest single exhibit. Their presence greatly enhanced the British industry's sales prospects in the United States and provided excellent exposure to the $4 billion market for sporting goods which is projected for 1970.

The British exhibit was in the General Section and covered a highly diversified range of sporting goods from track shoes to trampolines, from bar-billiards to air guns and from golf equipment to hunting knives. The British stands, featuring for the first time a modular design created by the C.O.I., were attractive and occupied two sides of one aisle and a single side of each adjoining aisle, back to back with the inner aisle. Displays of leading Amercan manufacturers, most of whom have been participating in the Show for very many years, dominated the central area of the hall and there was a natural tendency for buyers to concentrate in this area. In spite of this temptation and the enormous size of the Astrohall this was the first time that the exhibition had been held in one building and on one level and this, as well as advance publicity for the British participation in the trade press, the Houston newspapers and on Houston television stations ensured that a large percentage of the record number of buyers visited the British area.

Many visitors stopped at the Information Stand of the Federation of British Manufacturers of Sports and Games to seek information relating to items not on display and representatives of all of the participating British firms expressed themselves well pleased with the Show. In some cases very substantial orders were achieved and in almost every case exhibitors secured sample orders and were generally confident that these orders and the wide range of contacts and arrangements for representation made during the course of the show would result in a greatly increased export trade to the United States, Canada and Mexico. A preliminary assessment shows that the British exhibitors took firm orders valued in excess of $600,000 which compares favourably with last year's total of some $500,000 at Chicago.

One British representative who was showing his company's products at this show for the third time reported that he had never done so well. He had received firm orders totalling £50,000 and is confident that before the end of his United States tour he will have successfully completed negotiations for sales in excess of £175,000. G. M. Watson (Putters) Ltd., of Wakefield, Yorks., makers of precision-built golf putters, were exhibiting for the first time and secured firm orders totalling £1,200 with very much more potential business anticipated. As a sample of the intense business activity manifested throughout the exhibition, the Wakefield firm took an order for 50 putters in the final 10 minutes before the show closed. Lawrence Sports Ltd, of Wellingborough, Northants, manufacturers of football and sporting footwear, reported a steady flow of inquiries and sample orders. This was the first time the firm had exhibited and by participating they established a more intimate relationship with their American distributors and retailing customers. The company has sold 60,000 pairs of footwear in the past two years and as a result of the show expects to double this volume. Mr. W. H. Lawrence, managing director, said that if all of the potential business encountered during the show developed favourably the total volume could be quite staggering. Reports from other exhibitors were similarly optimistic.

As a result of its participation in Chicago last year and at Houston this year the British sporting goods industry is establishing an ever increasing export trade in the United States market. British participation is already planned for next year's event to be held at the Navy Pier and at the Palmer House Hotel in Chicago from February 1-5. In addition there will be a second National Sporting Goods Association Convention and Show in the Astrohall in Houston this year from September 25-28. The success of the joint venture exhibit this February will, it is hoped, lead to greater participation by British manufacturers of sporting goods and equipment in one or both of these shows.

Mr. Wedgwood Benn opens first oceanology equipment exhibition

THE British Government's programme of action in marine science and technology was outlined by Mr. Anthony Wedgwood Benn, Minister of Technology, when he opened Oceanology International 69 at Brighton on February 17.

Mr. Benn said that the Government intended to continue with renewed vigour the work that had been done through the Royal Navy and the Admiralty Research Stations.

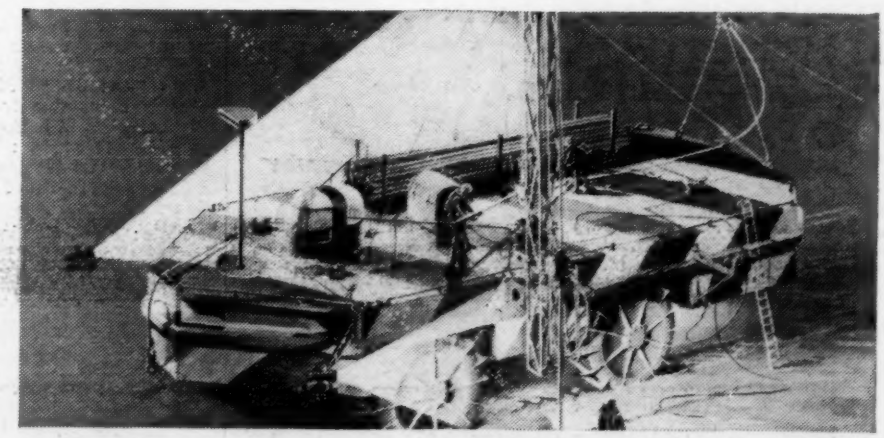
Second, the work on marine science being undertaken by the National Environment Research Council would be expanded, and this work would be increasingly oriented towards economic objectives.

'Thirdly,' said Mr. Benn, 'through the new committee on marine technology, under the chairmanship of Mintech, we shall bring together industrialists, technologists, scientists and administrators to pursue the opportunities that are opened up for commercial enterprise.'

Mr. Benn also pointed out that through the increased budget of the National Research Development Corporation and the new scope given by the Science and Technology and Industrial Expansion Acts the Government had the capability of supporting projects which would benefit the whole economy.

'In Britain we mean to create a new and firmer partnership between Government, industry and the universities to allow us to profit from the use of the new technologies.'

'Here in Britain,' continued Mr. Benn, 'we have concentrated much of our efforts on marine technology, shipbuilding, submarine cables, fisheries and the desalination of sea water. This Exhibition has come at exactly the right time. Soon we shall be entering the United Nations international decade of ocean exploration to help to increase our knowledge of the sea and its resources and spread this knowledge so that all may benefit from it. The equipment being displayed here will help us all to utilize the seas for the benefit of man and the rewards for those who decide to do so will be great indeed.'



An artist's impression of the new Cammell Laird seabed vehicle, showing core boring operations in progress on the seabed which was one of the exhibits at Oceanology 69.

Oceanology 69, which closes today (February 21), is the world's first international exhibition and conference dealing with the exploration of the sea and the sea-bed. The conference was opened on February 18 by Mr. Edward Short, Secretary of State for Education and Science, who after touring the exhibition visited British, Polish and Russian ships moored in Shoreham Harbour as part of the Exhibition and Conference facilities.

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Dortmund to hold British Shopping Week

DORTMUND, the Federal Republic of Germany's seventh largest city and a key centre of the North Rhine-Westphalia area, is to hold a British Shopping Week from May 28 to June 4. The Shopping Week is being organized by a City of Dortmund council, the Dortmund Chamber of Commerce and Industry and the British Consulate-General at Düsseldorf. Six leading German department stores have promised their support as well as some 150 shops in the city centre, which contains an important pedestrian shopping precinct. It is reported that orders with agents and salesmen from Britain are already being placed but there is still opportunity for more British firms to participate.

This close involvement by Dortmund commercial interests is typified by the fact that three restaurants in this city, which is renowned throughout Germany for its breweries, are seeking suppliers of British beers as well as food for the special British fare that they are planning to serve during the Week.

This year Dortmund has the attraction for sales managers of being the location for 'Euroflor', an extensive national horticultural show which is expected to bring more than half a million visitors to the city, and retailers are looking forward to a heavy extra turnover.

The British Shopping Week has added advantage in that Britain is this year's guest nation at the 'Auslandskulturtage', a popular cultural festival in Dortmund which runs concurrently with the Week and which traditionally brings its own quota of visitors from all over North Rhine-Westphalia. The programme for this festival will include British opera, ballet, drama, photographic and art shows and a massed military band concert, which will provide an impressive backdrop to the displays in the shops and focus attention on the British goods for sale. British exporters have therefore a great opportunity to build a worthwhile retail promotion in Dortmund that should lead to a permanent rise in the level of their exports to Germany.

A formal 'town-twinning' ceremony to mark a long-standing and cordial relationship between Dortmund and the City of Leeds will be yet another point of interest at this Shopping Week. A civic delegation headed by the Lord Mayor of Leeds will take part in the ceremony, and Leeds will also make contributions to the educational and musical aspects of the 'Auslandskulturtage' festival.

With so many events taking place at the same time, the British Shopping Week has great potential for British exporters, and with only three months to go they should lose no time in making arrangements to ensure that their merchandise is on the sales floors in Dortmund in sufficient quantity to meet an unsually heavy demand. For those firms without existing connections in Dortmund, classified lists of Dortmund shops can be obtained from BNEC/ECE (Mr. Tottenham), 6-14 Dean Farrar Street, London, S.W.1 (Tel: 01-930 3121). Help with commercial problems on the spot is obtainable from HM Consul (Commercial) (Mr. C. W. Blackman), British Consulate General, 4000 4 Düsseldorf, Cecilienallee 16 (Telex No: 203-8-58485; Tel: 434281), or through the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel: 01-248 5757), or the nearest Regional Office of the Board of Trade.

Note: The following restaurants have expressed interest in hearing from food and drink exporters:

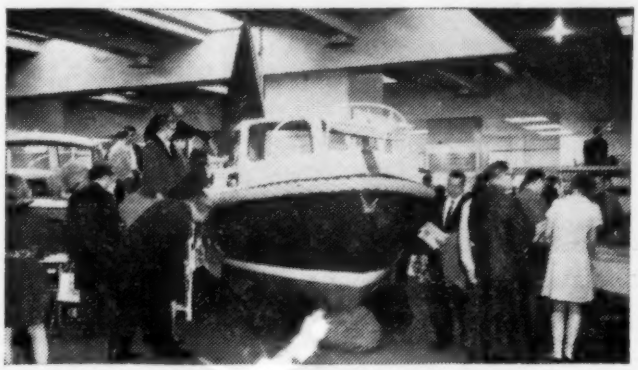
Corso-Betriebe,
(Herr Jochen Koepp),
46 Dortmund,
Westenhellweg 11-13.
(Tel: 527341).

'Dorfstadel'
(Herr Heinz Spieker),
46 Dortmund,
Ostwall 29.
(Tel. 521133).

Reinoldi Gaststätten,
(Herr Gunter Riedel),
46 Dortmund,
Reinolistrasse 7.
(Tel: 572060).

New York boat show augurs well for British prospects in the American market

By J. H. Stuart-Jervis, British Consulate-General, New York



Left: Within a few hours of the opening of the New York Boat Show, Hartwell Boat Builders Ltd. sold their first craft to Mr. Morgan P. Ames, of Stamford, Connecticut. Picture shows Mr. John Halliwell, on the left, accepting a cheque from Mr. Ames. Right: Visitors examine Gordon Paine Ltd.'s Romany 21 Fisherman, of which 31 were sold during the show.

THE FIRST major event of 1969 on the East Coast for the American boating enthusiast took place at the National Boat Show in New York between January 22 and February 2. The interest generated is indicative of a rapidly expanding market, as shown by the 1969 forecast for the boating industry of an increase in sales of 10 to 15 per cent over 1968.

The Ship and Boat Builders National Federation mounted its fifth successive joint venture with the Board of Trade and 27 firms exhibited a wide range of products in the official British area. As well as the firms in the joint venture, 10 British companies took part in the Show either on their own stands or on those of their agents. Especially notable in this contingent were the companies marketing radar for the boating industry, such as Decca, Plessey, Kelvin Hughes and Astaron-Bird. The marine engine industry was represented by Lister-Blackstone and Perkins with Brookes & Gatehouse displaying marine electronics.

The 'joint venture' was in a compact area of nearly 9,000 sq. ft. with stands designed by the COI. Visitors showed great interest in the British exhibits and were impressed with both the craft and the products that were presented. The area available was greater than in 1968 and the Federation hope for a further increase in 1970. During the trade days (January 22-24) it is estimated that there were 18,115 trade visitors, and during the 12 days of the Show, there was a total of 421,800 visitors. This set a new attendance record for the Show and is an increase of 20,000 over 1968.

There is no doubt that once again the Show has proved an excellent shop window for the American market and exposure at the show was supplemented with excellent press and TV coverage arranged by the British Information Services and the Ship and Boat Builders National Federation. A show's success must be judged against the volume of orders received and the National Boat Show set a record run with a total sales volume of $57.8 million recorded on the last day of the Show. The Ship and Boat Builders National Federation figure in direct sales was over $1.5 million and further orders can be expected after the Show to reach approximately $3,000,000. These figures do not include business handled by the distributors and dealers for the joint venture participants as a direct result of inquiries at the Show, and for those British exhibitors not in the joint venture.

Within a few hours of the Show opening on the first trade day, Hartwell Boat Builders Ltd. sold their first craft to Mr. Morgan P. Ames of Stamford, Connecticut, who is vice-president of the American Lawyers Criminal Association. The firm went on to sell 10 boats for $161,000. Another highlight of the Show was the success of Gordon Paine Ltd., who improved their last year's record by 10 craft, selling a total of 31 Romany 21's. Bifort Engineering Ltd's Circraft had a continual stream of visitors and the company had sold 250 of their small manouvrable craft by the end of the Show.

Results of the Show augur well for the year for the British boat industry and the prospects of being able to increase Britain's share of the market in 1970 are excellent. Without doubt there is a profitable market in the United States for British marine craft and hardware.

Left: Mr. W. H. C. Lawrence (right), managing director of Lawrence Sports Ltd., welcomes Mr. Bill Murphy of Murphy Sporting Goods Co., St. Louis, Missouri, to his stand in the British exhibit at the National Sporting Goods Show, Houston, Texas.. Above: General view of some of the British stands at the show, which drew a record attendance of 25,000 trade buyers. At right foreground Mr. David Esterson, British Vice-Consul, Houston, is seen talking with Mr. Mark Thompson, director of Four Square Enterprises Ltd., Cheam, Surrey, who sold 13 of his company's AirTee self-contained practice golfing units, which incorporates a unique mechanized teeing device.

(Report on the show on page 567)

Lord Rhodes, Lord Lieutenant of Lancashire, pictured visiting the Board of Trade stand at the International Gifts Fair, Blackpool. A report on the Fair was published in last week's Journal, *page* 450.

Westminster Chamber of Commerce repeats Bologna venture

THE 'British Consultants' stand organized by the Westminster Chamber of Commerce met with such success at the 1968 International Industrialized Building Exhibition at Bologna that it will be repeated again this year (October 4-12). Board of Trade joint venture terms will be available (free stand space, construction and some fittings) to all professional men, whether members of the WCC or not.

The professional group stand will provide an excellent opportunity for British consultants – architects, quantity surveyors, consulting engineers – to display models, photographs and plans of their work. The WCC sees this stand as 'a base from which to promote a greater knowledge of the professional skills which are available from the United Kingdom.'

Inquiries to the United Kingdom representatives of the Bologna Fair Organization: Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1X 2AQ (Tel. 01-734 0511).

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover block: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

British Shopping Week for Lüneburg

THE TOWN AUTHORITIES of Lüneburg, in the Federal Republic of Germany, propose to hold a British Shopping Week from May 10 to 18. Lüneberg, which has a population of 60,000 is an ancient market town and tourist centre, particularly popular as a weekend resort with the people of Hamburg.

British goods will be featured in all the main shops in Lüneberg and many of the cultural events which have contributed to the success of previous Shopping Weeks in Germany are being arranged. There is also a link between Scunthorpe and Lüneberg, and Scunthorpe will be making a comprehensive contribution to the programme.

Running concurrently with the Shopping Week will be a large static exhibition covering an area of 40,000 square metres called 'Vom Berg Zum Meer' ('From the Mountains to the Sea'). This event is staged every two years and the last show attracted some 90,000 visitors.

These factors point to prospects for a successful promotion on a larger scale than the population of Lüneberg alone would imply. Although comparatively few British products are sold in the town, interest in them is increasing and agents for British exporters have been active. Nearly three months remain for British firms to take advantage of this small but worthwhile promotion. A selling campaign for Lüneburg could be linked with the similar but larger British Shopping Week in Dortmund to be held from May 28 to June 4.

A list of retailers taking part in the Lüneburg Shopping Week is available from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4 (Tel: 01-248 5757) or from BNEC/ECE, 6-14 Dean Farrar Street, London S.W.1 (Tel: 01-930 3121). Other help with marketing problems in Germany is readily available from the Board of Trade Export Services Branch, or your nearest Regional Office of the Board of Trade.

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Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

Decca success at New York Boat Show

THE AMERICAN National Marine Electronics Association Award has been given to the Decca 101 small boat radar for the second year running at the New York Boat Show, where it was accepted by Mr. Charles Tayler, Decca Radar sales director. The British participation at this event was organized by the Board of Trade in co-operation with The Ship and Boat Builders' National Federation.

Well over 2,000 of these radars have been sold in the American market alone, and world orders are now in excess of 4,500. Decca sees this continuing success at the New York Boat Show, in the teeth of strong competition from United States distributors of marine radar, as a clear indication of the firm's dominance of this market.

Crossleys treble sales at Paris show

SALES FIGURES amounting to treble those for 1968 were achieved by Crossleys Carpets at the recent Salon du Tapis in Paris, where Crossley report that 'tremendous interest' was shown in the Florence and Alpha Broadloom Axminster by both representatives and customers. The Salon du Tapis, say Crossley, gave the company a valuable opportunity to introduce their extensive ranges of carpets to their new distributors, Messrs. Seditex.

Crossleys were one of five firms whose participation at this event was sponsored by the Federation of British Carpet Manufacturers under the Board of Trade's joint venture scheme.

Export orders at Furniture Show

AT THE END of the recent International Furniture Show in London Ducal Ltd. reported orders totalling £16,000 from Sweden, Denmark, Canada, Switzerland, Germany and Austria. These were mainly for military chests and New Country Style pine dining-room furniture. Firm inquiries were also received from Kuwait, Saudi Arabia, the United States and Belgium.

STC at Sao Paulo exhibition

STANDARD TELEPHONES and Cables Ltd. of London will be exhibiting a wide range of telecommunications and electronics equipment at the forthcoming British Industrial Exhibition at Sao Paulo in Brazil.

Towards the end of 1968 STC was awarded a 15 million contract to supply telephone transmission equipment to Brazil – claimed to be the largest single contract of its type ever given to a British company. Equipment similar to that being supplied under the contract will be on show at the exhibition including high capacity microwave radio systems and coaxial line systems, each designed for the bulk transmission of telephone conversations.

Financially backed by the Board of Trade and sponsored by BNEC Latin America, this British Industrial Exhibition is being organized by Industrial & Trade Fairs International Ltd.

Cornish drilling equipment for Sao Paulo

HOLMAN BROS LTD., of Camborne, Cornwall, are exhibiting equipment from their range of compressors, drilling rigs, rock drills and road breakers at the British Industrial Exhibition being held in Sao Paulo, Brazil, from March 5-16.

Holman's participation in the exhibition stems from the company's long association with South America which began at the turn of the century when emigrating Cornish miners first introduced their equipment to the continent. On average, 70 per cent of Holman's annual turnover comes from overseas sales.

Among equipment on display at the exhibition will be a model of their new high pressure Rotair portable rotary screw compressor, the RO37HPX, which was developed primarily for use with down-the-hole drill rigs, and one of the Holman down-the-hole drilling rigs – the Voltrac.

APV at Moscow brewery exhibition

APV INTERNATIONAL will be exhibiting at Pivoindustri '69, a specialized brewery engineering exhibition to be held at Sokolniki Park, Moscow, from March 3-12. A complete APV pilot tower fermenter and ancillaries will be exhibited, together with displays describing the operation of other sections of the APV continuous brewing process.

Films on continuous fermenting and automation subjects will be shown on the stand.

EEV at Inel, Basle

ENGLISH ELECTRIC Valve Co. Ltd. will be exhibiting a wide range of electronic valves and tubes at this year's International Exhibition of Industrial Electronics in Basle, Switzerland, (March 4-8). The British participation at this event is being organized by the Board of Trade in co-operation with The Association of Public Address Engineers under joint venture display terms.

The display will include recent additions to the EEV range of products, a number of which will be on show for the first time.

(*Continued on next page*)

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Enquiries:
Royal Netherlands Industries Fair
Vredenburg 49, Utrecht, Holland Tel. (030) 1 64 21 - Telex 47132
U.K. Agents:
Exhibition Consultants Ltd.
11 Manchester Square, London W. 1, Tel. Hunter 1951

Marconi sales drive at New York show

MARCONI INSTRUMENTS, who last year achieved record sales of more than £1 million in the United States, plan a major sales drive at America's leading electronics show, the Institute of Electrical and Electronics Engineers Exhibition in New York from March 24-27. The Board of Trade and the Electronic Engineering Association are organizing a joint venture display at this specialized exhibition.

On four booths the company will be showing examples from an extensive range of electronic measuring instruments, including pulse code modulation test equipment, response analysers, signal generators, electronic counters and oscilloscopes. Several new designs from the MI-Sanders range of microwave instruments will be exhibited, for example solid state microwave signal sources, wavemeters and attenuators. MI's top-selling signal generator, Type TF 2002AS, will be featured. Introduced a year ago, it has already gained orders amounting to approximately £500,000.

Specialized instruments which have achieved substantial sales in America will be demonstrated. These include white noise test sets, modulation meters, and FM signal generators. The company also looks for good business in the United States from a new range of pcm test equipment; large quantities of these instruments have been sold to the GPO, and there is a broadening market abroad as telephone authorities switch to the pcm system.

British wedge in Japanese boat market

ONE ITEM of cargo on board the Ben Line cargo-liner 'Benarmin', recently out of London with 7,600 tons of export goods for the Far East, represents a small but determined effort to establish a market for British boats in Japan.

Polycell Prout Ltd. (a member of the Reed Paper Group) are shipping out one of their recently developed 'Puffin' dinghys to be exhibited at the Tokyo Boat Show in April. Judging from market reaction to a recent survey in Japan, Polycell Prout anticipate considerable interest in the boat which has already reached sales of nearly 1,000 in the United Kingdom with a promising market in Canada and sales made to 20 other countries during the first year. The Puffin dinghy was first introduced at the Boat Show in London a year ago.

Overseas licensing promotion

THE RECENTLY established licensing consultants 'Licensing Initiatives' of Elstree, Herts., exhibited at the Toronto Manufacturing Opportunities Show from February 18-20. They displayed a number of products which may be made in Canada under licence from their British clients. The main aim was to attract Canadian firms seeking new products or processes or wishing to establish licencees in other countries. Licensing Initiatives expect that contacts made and information obtained at this exhibition will help in encouraging British firms to take advantage of the many opportunities offered for this method of bringing in overseas income or of finding new products or processes for their companies.

Machine tool drive in North and South America

THE MACHINE TOOL DIVISION of Tube Investments will be demonstrating its products at two major exhibitions in North and South America this year.

The Board of Trade and The Machine Tool Trades Association are organizing a joint venture display at the ASTME Exhibition to be held in Chicago from May 5-May 9, at which Churchill-Froriep Corporation, the United States sales company of the Machine Tool Division of Tube Investments, will be showing for the first time in America one of the new Red Century range of universal turning machines. This is the Model 350 with General Electric Mark Century 100S Mark III continuous path numerical control. A development of the P5 range of tracer lathes, the P60, will also be shown for the first time in America.

At the British Industrial Exhibition, Sao Paulo, Brazil, Charles Churchill Ltd. will show for the first time in Latin America the CA9-10 automatic chucker, a high power single spindle machine with hydrostatic bearings and slideways.

First showing at Bologna

THE STRONG & Fisher Group of Companies will be exhibiting at the Bologna Fair for the first time this year, through their agents Enrico Atti et Figlio, and Mr. Douglas H. Ramsay, director of Gazelda Limited, will be in attendance for the duration of the fair. The leathers to be shown will include well-known Strong & Fisher and Gazelda leathers and will introduce Gazelda 'Pearlex' nappa.

Morel and Cordoba will be showing models on the static display stand organized by the Leather Institute in co-operation with the Board of Trade.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143).

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Visitors' Cards and information may be obtained from: Segreteria Generale della Fiera di Milano, Largo Domodossola 1, 20145 Milano (Italy) or from the Milan Fair Representative: Dr. Vittorio Schiazzano, 31 Old Burlington Street, London W. 1 ☎ 01-734 2411

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Hungary

A TRADE ARRANGEMENT between the United Kingdom and Hungary was signed in Budapest on February 8.

The Arrangement, which was concluded under the Anglo-Hungarian Trade Arrangement 1968-72, makes detailed provisions for Anglo-Hungarian trade in 1969. It is intended to promote the continuing expansion of Anglo-Hungarian trade. Detailed arrangements for 1969 are given below.

Annex A is a general list of goods which cannot be freely imported and require a specific licence. For some of these goods a quota appears in Annex B which enables them to be imported under specific licence up to the level of the quota. Of the various Hungarian goods not appearing in Annex A, some may be imported under Open General Licence and others under Open Individual Licence.

Annex C contains the provisions for the United Kingdom's exports to Hungary in 1969, Part I applies to all goods not covered by the quotas in Part II.

The general prohibitions and restrictions relating to imports from and exports to all countries (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

Annex A

Goods the import of which remain subject to specific licence.

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, mutton and lamb, beef and veal and venison and their offals).

Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon).

Chapter 4 (except headings 04.05 and 04.06).

Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal).

Chapter 65

Heading 17.02 (G) (1) Lactose

Heading 01.02

Heading 08.13

Heading 20.04

Heading 27.09

Heading 27.10

Heading 27.11

Heading 69.11

Heading 69.12

Heading 69.13

Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers, (other than gherkins), herbs (other than herbs dried in bulk) lettuce and endive, mushrooms, dried bulb onions (including shallots), green peas, radishes, spinach and turnips.

Potatoes and potato products (except potato glucose, potato starch, potato flakes and potato pancake powder).

Tomatoes, fresh.

Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid.

Vegetables provisionally preserved containing onion or cauliflower.

Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions.

Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries.

Jams and jellies of apples, cherries, currants, gooseberries, loganberries pears, plums, raspberries and strawberries.

Fruit juices, syrups and must derived from apples, blackcurrants and pears.

Grapefruit juice and orange juice.

Grass seed.

Dry bulbs, rhizomes, corms and tubers.

Osiers and willows.

Matches (excluding Bengal matches).

Cigars.

Benzene (including benzole), toluene and zylenes.

Hides and skins, tanned.

Gloves.

Fur shells and fur bodies.

Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting or uniform square or diamond shaped mesh knotted at each corner or yarn or twines of true hemp (canabis sativa).

Rubber footwear.

Flat glass 3mm nominal thickness and less.

Enamelled hollow-ware.

Cutlery being knives (other than machine knives and surgeons knives) sharpening steels, spoons and forks, scissors and shears, and long handled razors.

Typewriters and parts.

Transistorized radio and television receivers.

Electronic valves and tubes, and semi-conductors, and parts thereof.

Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains).

Aircraft of an all up weight over 4,500 lb.

Watches of a value not exceeding 30/- c.i.f. each and watch movements of value not exceeding 25/- c.i.f. each (other than stop watches).

Watch parts (other than watch glasses or cases).

Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement).

Sporting ammunition.

Toys and games (other than plastic toys and playing cards).

Glass Christmas tree ornaments.

Goods not specified above which are at present included in the First Schedule of the United Kingdom Open General Import Licence.

Annex B

Hungarian goods for import into the United Kingdom during the 12 months ending December 31, 1969

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
1	Cotton piece-goods, of which not more than 2,609,420 square yards for finished cloth . . . . . sq. yds.	3,915,150
2	Worsted and woollen piece-goods and made-up articles of wool, excluding apparel	20
3	Piece-goods wholly or mainly of man-made fibres (including those woven on woollen or worsted machinery) . . .	180
4	Piece-goods and made-up goods of linen (excluding apparel): Linen tea towels and tea towelling . . . sq. yds.	200,000
	Other	95
5	Stockings and socks	85
6	Knitwear, including knitted shirts, but excluding stockings and socks	700
7	Textile garments, not elsewhere specified, excluding garments wholly or mainly of lace, of which:	
	(a) of cotton (of which not more than 1,237,250 sq. yds. for shirts) . . . . . sq. yds.	3,110,800
	(b) Other	450
8	Man-made staple fibre and continuous filament	225
9	Petit point handbags, panels and motifs and embroidered manufactures, including folkwork, handicraft products and hand-painted canvas, but excluding items wholly or mainly lace	35

(*Continued on next page*)

Item No.	Description	Value £'000 c.i.f. unless otherwise stated
10	Miscellaneous textile manufactures not included elsewhere including blankets but excluding narrow fabrics of all types and articles wholly or mainly of lace:	
	(a) Cotton manufactures . . . . . sq. yds.	580,750
	(b) Other, of which not more than £10,000 for hat hoods .	300
11	Gloves (of which not more than £200,000 for leather and fabric gloves)	270
12	Fur bodies (other than of lambskin and sheepskin). . .	20
13	Rubber footwear	75
14	Enamelled hollow-ware	40
15	Domestic pottery including porcelain and china, of which not more than £40,000 for ornamental ware	90
16	Toys and games	150
17	Sporting ammunition	10
18	Complete alarm clocks (other than electric) . . . Units	240,000
19	Electronic valves and tubes and semi-conductors (of which not more than £40,000 for semi-conductors)	250
20	Transistorized radio and television receivers	70
21	Motor bicycles, motor scooters and mopeds (i.e. all forms of motorized bicycles whether or not equipped with pedals by which they are capable of being propelled) and bicycles and spare parts therefor	20
22	Matches	80
23	Bacon . . . . . Tons	2,380 (a)(e)
24	Canned ham	300 (e)
25	Sausages and canned or fully cooked meat not elsewhere specified:	505 (e)
	Sausages	100
	Poultry	55
	Pigmeat	300
	Other	50
26	Butter . . . . . Tons	1,720 (b)
27	Cheese	90
28	Apple, blackcurrant and pear juices and syrups . . .	25
29	Fresh fruit, the following: Cherries, currants, gooseberries, loganberries, plums, raspberries and strawberries Tons	1,575 (c)
30	Fresh apples and pears . . . . . Tons	240 (c)
31	Fresh vegetables, the following: Asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endives, mushrooms, green peas, radishes, tomatoes, spinach and turnips . . . . . Tons	400 (c)
32	Onions and shallots (of which not more than 9,000 tons during the period August 1 to November 30) . . . Tons	13,800
33	Dried fruit and vegetables, the following:	660
	Dried fruit, being any of the fruit specified in item 29, and pears and apples	60
	Dried vegetables, being onions, shallots, rhubarb or any of the vegetables specified in item 31	600
34	Quick-frozen fruit, being any of the fruit specified in items 29 and 30 (of which not more than 500 tons for raspberries and strawberries taken together and 50 tons for blackcurrants) Tons	1,000 (c)
35	Quick-frozen vegetables, being onions, rhubarb or any of the vegetables specified in item 31, except tomatoes . Tons	515 (c)
36	Canned or bottled fruit, being any fruit specified in items 29 and 30 (of which not more than £20,000 for raspberries and strawberries taken together and £10,000 for blackcurrants)	225
37	Canned or bottled vegetables, being onions, rhubarb, or any of the vegetables specified in item 31 except tomatoes . .	80
38	Pulp derived from fruit grown in Hungary being pulp of any of the fruit specified in items 29 and 30 (of which not more than 50 tons each for raspberry and strawberry, and not more than 200 tons for blackcurrant) . . . . Tons	1,000
39	Vegetables preserved by vinegar or acetic acid (including mixed pickles and chutney) containing beetroot, cauliflower or onions	15
40	Vegetables provisionally preserved containing cauliflower or onions	20
41	Jams and jellies of fruit specified in items 29 and 30 (of which not more than 500 tons for strawberry and raspberry taken together and 150 tons for blackcurrant) . . Tons	2,500
42	Miscellaneous foodstuffs and other agricultural products not listed elsewhere	80 (d)
43	Chilled pigmeat and pigmeat offals	p.m. (e)
44	Poultry	p.m. (e)
45	Game	p.m. (e)
46	Scissors and knives	10
47	Rough tanned, semi-finished and finished leather . . .	50
48	Narrow fabrics of all types	40
49	Cotton tents . . . . . sq. yds.	168,320
50	Miscellaneous non-agricultural goods, not elsewhere specified, subject to type	50

Notes:
(a) Basic quota for the period April 1, 1968, to March 31, 1969, under the general arrangements for imports of this commodity.
(b) Basic quota for the period April 1, 1968, to March 31, 1969.,
(c) Imports are subject to compliance with United Kingdom Public Health and Plant Health Regulations.
(d) The United Kingdom authorities will, within the framework of their import policy, consider individually applications to import against this quota goods not specified elsewhere in this Annex.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

ANNEX C

United Kingdom goods for import into Hungary during the 12 months ending December 31, 1969

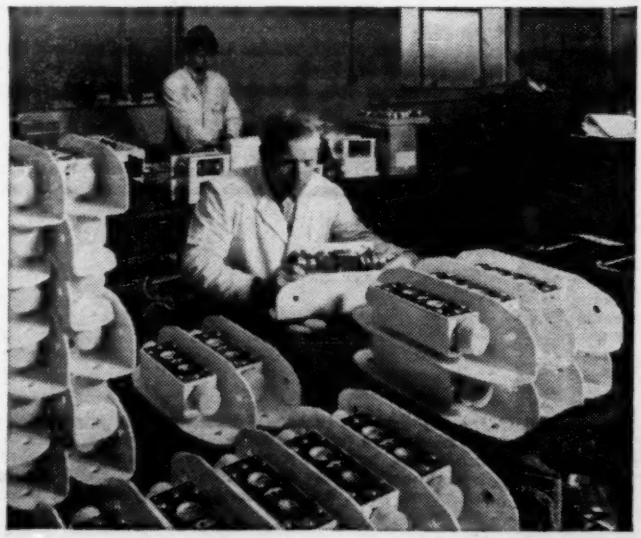
PART I

The Government of Hungary, within the framework of their general import regulations, will admit goods not mentioned in Part II of this Annex to a value of £12.5 million.

PART II

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Thoroughbred horses and livestock (including pedigree pigs)	30
2	Miscellaneous food and agricultural products including fish, cocoa powder, coffee extracts and essences, chocolate and sugar confectionery, cocoa butter, milk and other dairy products (including nisin), biscuits, quick-frozen fruits and vegetables, whisky, cod liver oil, essential oils, sauces, flavouring essences, food colours and aromatic materials, and pectin	120
3	Chemical products, the following:	125
	Medicines for retail sale	75
	Paints (for internal and external decoration, etc.) and artists' colours	50
4	Yarns excluding man-made fibre yarns, but including non-tarnishing metallic yarns, of all kinds	25
5	Wool cloth	225
6	Cotton and man-made fibre piece-goods, including tyre fabrics, tapes and light webbing	50
7	Linen goods and lace manufactures	10
8	Metal consumer goods not elsewhere specified including domestic hollow-ware, cutlery, pressure cookers, razors and razor blades, non-industrial liquid fuelled heating and cooking apparatus and sewing machines and parts . . .	100
9	Miscellaneous equipment, the following:	140
	Radio and television sets, radiograms, sound producing equipment and parts thereof	115
	Magnetic recording tape or film	25
10	Motor cars, motorcycles and cycles:	60
	Complete and assembled	p.m.
	Components and parts	60
11	Clothing and footwear, including furs and imitation furs .	290
	Woven clothing and knitwear	210
	Furs (including imitation furs)	70
	Footwear of all types	10
12	Books, periodicals and music	125
13	Miscellaneous consumer goods not elsewhere specified, including clocks and watches, and components (£10,000), sports goods, toys, games, musical instruments, jewellery (including costume jewellery), perfumery, cosmetics, toilet preparations, gramophone records, linoleum and carpets, non-industrial self-adhesive tapes, mechanical lighters, pipes, cigarettes and other tobacco manufactures, pens of all kinds, polishes, creams, dressing for footwear, furniture and floors, domestic electrical appliances and refrigerators and parts . .	250



Signal push units forming part of a coal face signalling and communicating system which Winster Products (Mining) Ltd. of Ilkeston is exporting to Canada. The system, developed by the company and adopted for use in many countries, provides fault and station 'lockout' indication, two-way telephone and 'public address' communication and pre-start alarm signals. By means of couplers the system can be extended to the surface and, if required, into the main pit telephone system to allow direct communication from the office to any part of the face.

United Kingdom and Tunisia

THE TRADE AGREEMENT between the United Kingdom and Tunisia, signed in London on January 17, 1961, has been tacitly renewed for a further period of one year from November 1, 1968.

A list of the quotas for British exports to Tunisia is set out below:

		Value
		£
1	Fish, salted, smoked or frozen	1,000
2	Sugar for the food industry	S.B.
3	Beer and cider	3,000
4	Whisky	17,000
5	Gin and rum	2,000
6	Food products with a basis of milk	2,000
7	Confectionery, sauce and condiments	3,500
8	Chemical and pharmaceutical products (non-liberalized)	5,000 + P.A.
9	Toilet preparations and cosmetics	1,500
10	Waxes and polishes, candles	2,500
11	Plywood, wood fibre panels	3,000
12	Fabrics of artificial or synthetic fibres, continuous or discontinuous including curtain fabrics	C.G.
13	Tarpaulins, tents, sails and sunblinds	S.B.
14	Haberdashery, knitwear (excluding socks), pullovers, and rainwear	8,000
15	Nylon stockings	1,000
16	Asbestos articles	8,000
17	Technical glass products	5,000
18	Ceramic sanitary ware	3,000
19	Gold and silversmiths wares	3,000
20	Lighting equipment including hurricane lamps	5,000
21	Cooking and heating equipment for use with solid fuel or gas	2,000
22	Domestic articles of porcelain	2,000
23	Domestic articles of iron or steel excluding galvanized goods	12,000
24	Razors and razor blades, including razors in cases	5,000
25	Refrigerating equipment, including domestic refrigerators, parts and accessories	30,000 + P.A.
26	Domestic electric apparatus, electric razors and accessories	10,000
27	Radio and television receiving apparatus, electric gramophones, record players, parts and accessories	30,000
28	Tape recorders, dictating machines, parts and accessories	7,500
29	Tractors	300,000
30	Passenger cars and motor vehicles for public transport	85,000
31	Motor cycles, motorized bicycles, scooters and spare parts	20,000
32	Civil aviation equipment	P.M.
33	Marine equipment	P.M.
34	Photographic, cinematograph and projection apparatus	5,000
35	Clocks, watches, alarm clocks and other products of the clockmaking industry	1,000
36	Musical instruments	3,000
37	Cigarette lighters and accessories	3,000
38	Toys	1,000
39	Sports goods	3,000
40	Vacuum flasks	3,000
41	Air conditioners, self-contained	10,000
42	Fairs and exhibitions	25,000
43	Miscellaneous	550,000

Notes:
C.G. Contingent global = global quota.
S.B. Selon besoir = according to need.
P.A. Possibilite d'augmentation = possible increase.
P.M. Pour memoire = to be borne in mind.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Iran and Bulgaria

THE BULGARIAN Minister of Foreign Trade visited Tehran from December 7 to 11 for the second meeting of the joint Irano-Bulgarian Committee to review the progress of the Agreement on Trade and Technical and Economic Co-operation between the two countries, which was signed on February 9, 1967.

A protocol to the Agreement was signed by the two Ministers at the conclusion of their meetings, and envisages an increase in Irano-Bulgarian trade from $8 million to $15 million annually. The product lists annexed to the Agreement were amended in order to include, among Iranian exports to Bulgaria, a higher proportion of Iranian manufactures including motor-cars, refrigerators, shoes and knitwear as well as petrochemicals and P.V.C. The principal Bulgarian export will continue to be mutton at the rate of 2,500 tons per annum.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

Hungary and Rumania

A PROTOCOL to the Trade Agreement between Hungary and Rumania, signed recently in Bucharest, allows for a 35 per cent increase in trade during 1969.

Hungary will import paper articles, transistor radios, building materials, plastic household goods, washing machines and cigarettes.

Rumania's imports will include live fish, pressure cookers, cosmetics, household articles, toys, tape recorders, fancy leather goods and clothing.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel: 01-248 5757, Ext. 466, 467 and 482).

Pakistan and Poland

A NOTICE concerning a trade protocol between Pakistan and Poland incorporating lists of items to be exchanged between the two countries in 1968 appeared on page 703 of the *Board of Trade Journal* dated March 1, 1968. A schedule of goods to be exchanged under this protocol during 1969 has now been issued, and a copy is held in Export Services Branch. The 1969 schedule differs only slightly from that issued for 1968. Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 or 457).

Switzerland and Denmark

THE DANISH Ministry of Foreign Affairs has announced that, by an exchange of letters in Berne on December 16, 1968, the trade agreement between Switzerland and Denmark originally signed on September 15, 1951, has been extended for a further period of one year until September 30, 1969.

Brief details of the quota lists annexed to this agreement, insofar as they are still effective were given in the *Board of Trade Journal* of May 5, 1967.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2340) quoting C.R.E. 6927G.

Double taxation

Japan

THE BOARD of Inland Revenue announce that a Double Taxation Convention relating to taxes on income between the United Kingdom and Japan was signed in Tokyo on February 10. On its entry into force the Convention will replace the existing Double Taxation Convention between the two countries and the text will be published shortly by HMSO.

Double taxation relief

THE BOARD of Inland Revenue announce that two Draft Orders entitled The Non-Residents' Transitional Relief from Income Tax on Dividends (Extension of Period) Order 1969 and The Transitional Relief for Interest and Royalties paid to Non-Residents (Extension of Period) Order 1969 were published on February 12. The Draft Orders are subject to approval by the House of Commons.

The Draft Orders extend respectively the operation of Sections 31 and 32 of the Finance Act, 1966, in each case by a further period of one year.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Opportunities for exporters—calls for tender

The **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extn. 7058, Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

ANGOLA

Bulletin 29/69
MINISTRY OF OVERSEAS:
Dam Construction Work. May 7. E.S.B. 5837/69/J.
Civil Works. May 6. E.S.B. 5868/69/J.

ARGENTINA

Bulletin 29/69
AGUA Y ENERGIA ELECTRICA:
*2s. **Electrical Project.** March 6. E.S.B. 5885/69/J.

AUSTRALIA

Bulletin 28/69
DEPARTMENT OF SUPPLY:
*13s. **Drafting and Digitizing Machine.** (Further Information.) E.S.B. 4947/69/J.
*9s. **Camshaft Grinders.** (Further Information.) E.S.B. 4971/69/J.
HYDRO-ELECTRIC COMMISSION:
*15s. **Cranes, Jacks.** (Further Information.) E.S.B. 4970/69/J.
SYDNEY COUNTY COUNCIL:
*Transformers. Closing date postponed to February 27. E.S.B. 2917/69/J.

Bulletin 29/69
DEPARTMENT OF CIVIL AVIATION:
*22s. **Message Switching System.** (Further Information.) E.S.B. 4977/69/J.

Bulletin 30/69
STATE TENDER BOARD:
*17s. **Rotating Element Pumps.** March 6. E.S.B. 5886/69/J.

Bulletin 33/69
Railway Wagons. (Further Information.) E.S.B. 5477/69/J.

BELGIUM

Bulletin 30/69
HQ ALLIED POWERS EUROPE:
* **Electrical Equipment.** March 20. E.S.B. 6016/69/J.

BOLIVIA

Bulletin 33/69
EMPRESA NACIONAL DE ELECTRICIDAD SA:
Pressure Tunnel Lining; Turbines; Generators; Metal Structures; Crane; Steel Doors, April 15. E.S.B. 6451/69/J.

BRUNEI

Bulletin 32/69
PUBLIC WORKS DEPARTMENT:
*Construction of Water Supply Scheme. April 8. E.S.B. 6402/69/J.

BURMA

Bulletin 28/69
RANGOON MUNICIPAL CORPORATION:
*2s. **Sewer Cleaning Equipment.** March 15. E.S.B. 5496/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Rope.** March 19. E.S.B. 5486/69/J.
*2s. **V-Belts** March 17. E.S.B. 5498/69/J.
*2s. **Varnish Thinner.** March 10. E.S.B. 5500/69/J.
3s. **Chain Swivel Pieces; Bow Shackle.** March 31. E.S.B. 5801/69/J.

Bulletin 32/69
ELECTRICITY SUPPLY BOARD:
*15s. **Copper Conductors; Wire.** April 21. E.S.B. 6428/69/J.
MINISTRY OF DEFENCE:
*3s. **Pipes and Fittings.** March 15. E.S.B. 6427/69/J.
MINISTRY OF INDUSTRY:
*5s. **Dyes and Dyestuffs; Chemicals and Auxiliaries.** March 7. E.S.B. 6414/69/J.
PEOPLE'S OIL INDUSTRY:
*2s. **Winch.** March 31. E.S.B. 6430/69/J.
*4s. **Lighting Materials.** March 17. E.S.B. 6433/69/J.
UNION OF BURMA RAILWAY BOARD:
*4s. **Bolts and Screws.** March 17. E.S.B. 6416/69/J.
*2s. **Valve Wheels.** March 20. E.S.B. 6419/69/J.
*Fire Clay; Bricks; Fire Bricks. March 24. E.S.B. 6420/69/J.
*2s. **Shovels.** March 24. E.S.B. 6421/69/J.
*2s. **Copper Pipes.** March 30. E.S.B. 6422/69/J.

Bulletin 33/69
*3s. **Storage Tanks.** March 31. E.S.B. 6431/69/J.
*7s. **Electrical Equipment.** March 17. E.S.B. 6432/69/J.
*8s. **Lighting Materials.** March 18. E.S.B. 6434/69/J.
*4s. **Electrical Materials** March 18. E.S.B. 6335/69/J.
UNION OF BURMA RAILWAY BOARD:
*2s. **Welding Equipment.** March 17. E.S.B. 6417/69/J.
*3s. **Steel.** March 20. E.S.B. 6418/69/J.
*3s. **Drawing Equipment.** March 17. E.S.B. 6412/69/J.
*3s. **Surveying Equipment.** March 17. E.S.B. 6413/69/J.
*2s. **Truck.** March 24. E.S.B. 6415/69/J.

CANADA

Bulletin 31/69
MINISTRY OF PUBLIC WORKS:
*Construction of Wharf. (Further Information.) E.S.B. 797/69/J.

CEYLON

Bulletin 28/69
DEPARTMENT OF GOVERNMENT STORES:
*2s. **Pressure Lamps.** March 3. E.S.B. 4113/69/J.
DEPARTMENT OF AGRICULTURE:
Garage and Repair Establishment. March 31. E.S.B. 5820/69/J.
GOVERNMENT ELECTRICAL UNDERTAKINGS:
*5s. **Lift.** March 19. E.S.B. 5821/69/J.
STATE ENGINEERING CORPORATION:
*9s. **Voltage Regulators.** March 5. E.S.B. 5411/69/J.
*7s. **Steel.** (Further Information.) E.S.B. 4513/69/J.

Bulletin 29/69
Construction of Refrigeration Plant and Supply of Equipment. March 31. E.S.B. 5819/69/J.

Bulletin 33/69
DEPARTMENT OF AGRICULTURE:
*3s. **Sludge Tanker.** Closing date postponed to March 1. E.S.B. 758/69/J.
*3s. **Manure Spreaders.** Closing date postponed to March 1. E.S.B. 759/69/J.
*3s. **Fertilizer Spreader.** Closing date postponed to March 1. E.S.B. 760/69/J.
DEPARTMENT OF GOVERNMENT STORES:
Ticking. May 6. E.S.B. 6469/69/J.

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Materials for Cast Iron Foundry. April 7. E.S.B. 6480/69/J.

COLOMBIA

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CAJA DE CREDITO AGRARIO:
*2s. **Pumps.** March 10. E.S.B. 6452/69/J.
*2s. **Borax.** March 10. E.S.B. 6453/69/J.

COSTA RICA

Bulletin 33/69
CONSEJO NACIONAL DE PRODUCION:
*1s. **Glass Bottles.** Closing date not stated. E.S.B. 6468/69/J.

DOMINICAN REPUBLIC

Bulletin 32/69
FALCONBRIDGE NICKEL MINES LTD.:
Heaters and Electrical Equipment. (Advance Information.) April 1. E.S.B. 6095/69/J.

ECUADOR

Bulletin 33/69
MINISTERIO DE OBRAS PUBLICAS:
*1s. **Port Works.** (Pre-qualification.) April 7. E.S.B. 6459/69/J.

GHANA

Bulletin 31/69
GHANA SUPPLY COMMISSION:
*23s. **Bogie Vans.** March 14. E.S.B. 6028/69/J.

Bulletin 32/69
*25s. **Cranes.** March 14. E.S.B. 6038/69/J.

GREECE

Bulletin 29/69
PUBLIC POWER CORPORATION:
Switch Board. Closing date postponed to March 27. E.S.B. 1965/69/J.

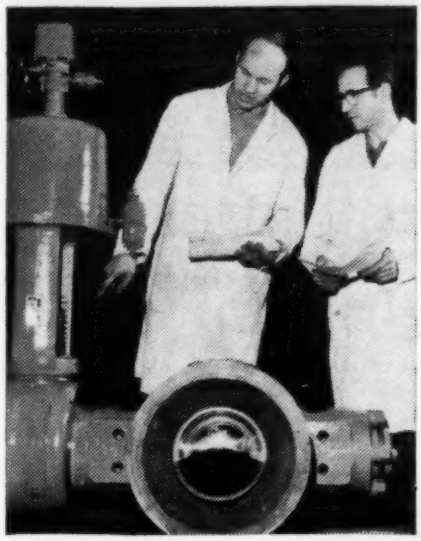
INDIA

Bulletin 28/69
MADHYA PRADESH ELECTRICITY BOARD:
Lightning Arrestors. March 6. E.S.B. 5816/69/J.
Switches, Fuses. March 7. E.S.B. 5817/69/J.

Bulletin 29/69
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*31s. **Shaping Machine.** March 6. E.S.B. 5473/69/J.
*26s. **Testing Machine.** March 6. E.S.B. 5474/69/J.
*34s. **Welding Machine.** March 6. E.S.B. 5471/69/J.
37s. **Balancing Machine.** March 6. E.S.B. 5472/69/J.
NATIONAL COAL DEVELOPMENT CORPORATION LTD.:
Hydraulic Track Press. March 7. E.S.B. 5469/69/J.

Bulletin 30/69
GOLD MINING UNDERTAKINGS:
Sodium Cyanide. (Further Information.) E.S.B. 2927/69/J.
HINDUSTAN AERONAUTICS LTD.:
*26s. **Needles, Files.** (Further Information.) E.S.B. 4526/69/J.
*25s. **Microscope.** (Further Information.) E.S.B. 4527/69/J.
*25s. **Drills.** (Further Information.) E.S.B. 4524/69/J.
*25s. **Dies.** (Further Information.) E.S.B. 4525/69/J.
*25s. **Tools.** (Further Information.) E.S.B. 4532/69/J.
*28s. **Measuring Instruments.** (Further Information.) E.S.B. 4533/69/J.
*25s. **Electro-Magnetic Chuck.** (Further Information.) E.S.B. 4528/69/J.
*30s. **Dies.** (Further Information.) E.S.B. 4529/69/J.
*35s. **Gauges.** (Further Information.) E.S.B. 4530/69/J.
*30s. **Rotary Cutters.** (Further Information.) E.S.B. 4531/69/J.

Bulletin 31/69
BEAS PURCHASE ORGANIZATION:
*Tyre and Tube Repairing Equipment. March 12. E.S.B. 6040/69/J.
BHAKRA MANAGEMENT BOARD:
*100s. **Cranes.** April 30. E.S.B. 6086/69/J.



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HINDUSTAN CABLES LTD.:
Copper Tape. March 7. E.S.B. 6444/69/J.
SRIBAILAM HYDRO ELECTRIC PROJECT:
*Cableways for Dam. Closing date postponed to March 31. E.S.B. 37603/68/J.
SOUTH EASTERN RAILWAY:
Bearings. March 28. E.S.B. 6443/69/J.
WEST BENGAL STATE ELECTRICITY BOARD:
Control, Relay and Metering Panel. March 19. E.S.B. 6445/69/J.

IRAQ

Bulletin 30/69
ASBESTOS INDUSTRIES CO.:
*3s. **Nuts and Bolts.** (Further Information.) E.S.B. 3926/69/J.
IRAQI PORTS ADMINISTRATION:
*5s. **Gas Plant.** (Further Information.) E.S.B. 3929/69/J.
*3s. **Pig Iron.** (Further Information.) E.S.B. 5940/69/J.
MINISTRY OF FINANCE:
*3s. **Teleprinter Paper.** (Further Information.) E.S.B. 4596/69/J.

Bulletin 31/69
ELECTRICAL FITTINGS AND EQUIPMENT CO.:
*2s. **Bushes.** Closing date not stated. E.S.B. 6061/69/J.
GOVERNMENT OIL REFINERIES ADMINISTRATION:
*3s. **Lathe.** (Further Information.) E.S.B. 4580/69/J.
*2s. **Oil Additives.** (Further Information.) E.S.B. 4582/69/J.
IRAQI PORTS ADMINISTRATION:
Tools. March 12. E.S.B. 6062/69/J.
Steel Sheets. March 12. E.S.B. 6063/69/J.
Metal Sheets and Plates. March 19. E.S.B. 6064/69/J.
NATIONAL LEATHER INDUSTRIES CO. (NAT.):
Tanning Materials; Synthetic Oil. March 10. E.S.B. 6073/69/J.
SARCHINAR CEMENT ADMINISTRATION:
Cement and Slurry Lining. March 5. E.S.B. 6071/69/J.
KUT KNITTING COMPANY:
Yarns. Closing date not stated. E.S.B. 6078/69/J.
MINISTRY OF FINANCE:
*1s. **Incinerators.** March 23. E.S.B. 6066/69/J.
*5s. **Mortuary Refrigerator.** March 23. E.S.B. 6065/69/J.
*1s. **Laundry Plants.** March 23. E.S.B. 6067/69/J.
X-Ray Apparatus. March 30. E.S.B. 6068/69/J.
Tape Recorders. March 18. E.S.B. 6069/69/J.

IRISH REPUBLIC

Bulletin 29/69
RADIO TELEFIS EIREANN:
Generating Sets. March 14. E.S.B. 5470/69/J.

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CORK HEALTH AUTHORITY:
Heating Installation. March 14. E.S.B. 6088/69/J.

Bulletin 32/69
CORPORATION OF LIMERICK:
Traffic Signals. (Further Information.) Closing date postponed to March 10. E.S.B. 3996/69/J.

Bulletin 33/69
LAOIS COUNTY COUNCIL:
Pumping Plant. March 14. E.S.B. 6471/69/J.

ITALY

Bulletin 29/69
PURCHASING AND CONTRACTING OFFICE:
*8s. **Electrical Equipment.** March 7. E.S.B. 5491/69/J.

JORDAN

Bulletin 33/69
JORDAN ARAB ARMY:
*1s. **Tape Recorder and Accessories.** March 12. E.S.B. 6462/69/J.
JORDAN PETROLEUM REFINERY CO.:
*9s. **Kitchen Supplies and Equipment.** March 18. E.S.B. 6509/69/J.

KENYA

Bulletin 32/69
EAST AFRICAN POST AND TELECOMMUNICATIONS:
Telephone Cable. (Advance Information.) E.S.B. 6441/69/J.

KUWAIT

Bulletin 32/69
MINISTRY OF ELECTRICITY AND WATER:
*10s. **Mobile Servicing Unit.** March 16. E.S.B. 6001/69/J.
*16s. **Street Lighting Equipment.** March 5. E.S.B. 6002/69/J.
MINISTRY OF POSTS, TELEGRAPHS AND TELEPHONES:
*26s. **Cables.** March 9. E.S.B. 6004/69/J.
KUWAIT MUNICIPAL CORPORATION:
7s. **Batteries.** March 9. E.S.B. 6005/69/J.

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L'ADMINISTRATION DES ADJUDICATIONS PUBLIQUES:
*26s. **Fire-fighting and Aircraft Rescue Vehicle and Equipment.** March 29. E.S.B. 5854/69/J.

Bulletin 29/69
MUNICIPALITE DE BEYROUTH:
*1s. **Refuse Treatment Plant.** May 14. E.S.B. 5847/69/J.

Bulletin 33/69
*4s. **Parking Meters.** April 2. E.S.B. 6463/69/J.

LIBYA

Bulletin 29/69
BARCE RECONSTRUCTION ORGANIZATION:
Construction of Sports Complex. March 8. E.S.B. 5848/69/J.

MALAGASY REPUBLIC

Bulletin 29/69
MINISTERE DE LA SANTE PUBLIQUE ET DE LA POPULATION:
*32s. **Hospital Equipment.** March 24. E.S.B. 5876/69/J.

MALAYSIA

Bulletin 29/69
STATE TENDER BOARD:
*16s. **Electrical Equipment.** March 10. E.S.B. 5850/69/J.

Bulletin 31/69
GENERAL HOSPITAL, KUALA LUMPUR:
X-ray Equipment. (Advance Information.) E.S.B. 6037/69/J.
VETERINARY CLINIC AND LABORATORY:
Pharmaceuticals. March 5. E.S.B. 6042/69/J.

Bulletin 32/69
NATIONAL ELECTRICITY BOARD:
*5s. **Construction of Boiler Plant.** (Further Information.) E.S.B. 4984/69/J.
*5s. **Steelwork and Cladding.** (Further Information.) E.S.B. 4985/69/J.
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SABAH STATE TENDER BOARD:
*33s. **Water Treatment Plant.** April 7. E.S.B. 6094/69/J.

MALTA

Bulletin 30/69
MALTA ELECTRICITY BOARD:
*8s. **Fuse Units.** March 11. E.S.B. 6014/69/J.
TREASURY:
*1s. **Mobile Welder.** March 13. E.S.B. 6013/69/J.

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TREASURY:
*1s. **Communication Equipment.** March 13. E.S.B. 6035/69/J.

MEXICO

Bulletin 29/69
TENDER BOARD:
*113s. **Fuel Oil Handling and Storage Equipment.** March 10. E.S.B. 4996/69/J.

MOROCCO

Bulletin 31/69
PHARMACIE CENTRALE:
*16s. **Pharmaceuticals; Chemicals.** March 18. E.S.B. 5930/69/J.
*18s. **Pharmaceuticals; Chemicals.** March 18. E.S.B. 6036/69/J.

NETHERLANDS

Bulletin 33/69
HQ. ALLIED FORCES, CENTRAL EUROPE:
*Vehicles. March 15. E.S.B. 6473/69/J.

NEW ZEALAND

Bulletin 28/69
GOVERNMENT PRINTING OFFICE:
*2s. **Cotton Duck.** March 11. E.S.B. 5808/69/J.

Bulletin 32/69
GENERAL POST OFFICE:
*3s. **Reed Switches.** March 14. E.S.B. 6410/69/J.
*Paper. March 17. E.S.B. 6411/69/J.

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GENERAL POST OFFICE:
*3s. **Pliers.** March 17. E.S.B. 6454/69/J.
*3s. **Nylon Reinforced Material.** March 17. E.S.B. 6455/69/J.

PAKISTAN

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PAKISTAN EASTERN RAILWAY:
*15s. **Latrine Gravity Filler.** March 6. E.S.B. 5422/69/J.
PAKISTAN TELEGRAPH AND TELEPHONE DEPARTMENT:
Satellite Earth Stations. Closing date extended to April 7. E.S.B. 2429/69/J.

Bulletin 30/69
DIRECTOR OF SUPPLY:
*32s. **Surveying Equipment.** April 2. E.S.B. 5855/69/J.
*30s. **Laboratory Equipment.** March 31. E.S.B. 5856/69/J.
*27s. **Laboratory Equipment.** April 3. E.S.B. 5854/69/J.
*39s. **Laboratory Equipment.** April 5. E.S.B. 6006/69/J.

Bulletin 31/69
WATER SUPPLY AND SEWERAGE AUTHORITY:
*75s. **Water Pipes, Valves and Fittings.** April 3. E.S.B. 6034/69/J.

Bulletin 32/69
DACCA WATER SUPPLY AND SEWERAGE AUTHORITY:
***Pumping and Electrical Equipment.** (Further Information.) E.S.B. 5402/69/J.
KARACHI ELECTRIC SUPPLY CORPORATION LTD.:
Electrical Supplies. March 7. E.S.B. 6439/69/J.
KARACHI PORT TRUST:
Pipes and Specials. April 14. E.S.B. 6440/69/J.

Bulletin 33/69
DIRECTORATE OF SUPPLY:
*8s. **Film Projector.** March 8. E.S.B. 6457/69/J.

SAUDI ARABIA

Bulletin 32/69
MINISTRY OF COMMUNICATIONS:
Packing Machines; Cord. March 10. E.S.B. 6403/69/J.
MINISTRY OF INTERIOR:
Fire Extinguishers. March 15. E.S.B. 6404/69/J.
MUNICIPALITY OF MECCA:
Tractor; Bulldozer. March 8. E.S.B. 6406/69/J.

Bulletin 33/69
MINISTRY OF THE INTERIOR:
Construction of a Vegetable and Meat Market. March 24. E.S.B. 6407/69/J.
Construction of a Slaughter House. March 24. E.S.B. 6408/69/J.
Electrical Plant. March 24. E.S.B. 6409/69/J.

SINGAPORE

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TELECOMMUNICATIONS DEPARTMENT:
*29s. **Automatic Telex Exchange.** April 24. E.S.B. 5444/69/J.

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CENTRAL SUPPLIES OFFICE:
*10s. **Electrical Equipment.** (Further Information.) E.S.B. 4992/69/J.

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CENTRAL SUPPLIES OFFICE:
*10s. **Metalwork Machinery; Moulding and Casting Equipment.** (Further Information.) E.S.B. 4991/69/J.

SOUTH AFRICA

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CAPE PROVINCIAL TENDER BOARD:
*17s. **Hospital Glassware.** March 7. E.S.B. 6058/69/J.
*11s. **Needle Sutures.** March 7. E.S.B. 6043/69/J.
*8s. **Surgical Equipment; Safety Razors and Blades.** March 11. E.S.B. 6044/69/J.
*6s. **Dressing Gowns; Towels; Bibs; Face Cloths.** March 7. E.S.B. 6046/69/J.
*2s. **Damask.** March 11. E.S.B. 6057/69/J.
STATE TENDER BOARD:
*20s. **Excavators.** March 20. E.S.B. 6026/69/J.
*16s. **Concrete Dumpers.** March 20. E.S.B. 6027/69/J.
*10s. **Lathes.** March 13. E.S.B. 6084/69/J.

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CAPE PROVINCIAL TENDER BOARD:
*3s. **Ball Point Pens.** March 14. E.S.B. 6041/69/J.
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION:
Oxygen Plant and Equipment. May 5. E.S.B. 7286/69/J.

SPAIN

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DIRECCION GENERAL DE CORRES Y TELECOMUNICACION:
Telegraphic Measuring Apparatus. March 25. E.S.B. 6025/69/J.

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AUTOPISTAS CONCESIONARIA ESPANOLA:
Construction of Toll Road. March 27. E.S.B. 7152/69/J.

SUDAN

Bulletin 29/69
MINSTRY OF WORKS:
*6s. **Asbestos Cement Pipes.** March 11. E.S.B. 5865/69/J.

TAIWAN

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CENTRAL TRUST OF CHINA:
*3s. **Fuller's Earth.** March 10. E.S.B. 5466/69/J.
*3s. **Lead Sheets.** March 11. E.S.B. 5465/69/J.
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*4s. **Pharmaceuticals.** March 28. E.S.B. 5464/69/J.
*2s. **Fuel Dispenser Pump.** March 10. E.S.B. 5467/69/J.
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CENTRAL TRUST OF CHINA:
Exchange and Toll Switching Equipment. May 22. E.S.B. 5441/69/J.

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*5s. **Dating Machines and Accessories.** March 10. E.S.B. 6448/69/J.

THAILAND

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STATE RAILWAY OF THAILAND:
*1s. **Electrical Equipment.** March 7. E.S.B. 6021/69/J.

UGANDA

Bulletin 31/69
MINISTRY OF WORKS:
Building Materials. March 25. E.S.B. 6052/69/J.
Hand Tools and Implements. April 1. E.S.B. 6053/69/J.

UNITED ARAB REPUBLIC (EGYPT)

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MECHANICAL AND ELECTRICAL ENGINEERING DEPARTMENT:
Solar Meters. March 15. E.S.B. 6446/69/J.

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UTE (STATE ELECTRICITY AND TELEPHONE BOARD):
*10s. **Radio Valves.** (Further Information.) E.S.B. 4543/69/J.

Bulletin 30/69

ANCAP (STATE OIL AND ALCOHOL MONOPOLY):
*9s. **Cutting Discs.** March 14. E.S.B. 5896/69/J.
*8s. **Alphanaphtol.** March 14. E.S.B. 5897/69/J.
FACULTAD DE MEDICINA:
Vacuum Cleaners. Closing dates: 1st call March 13; 2nd call March 25. E.S.B. 5894/69/J.
Flame Photometer. Closing dates: 1st call March 13; 2nd call March 25. E.S.B. 5900/69/J.

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MINISTRY OF PUBLIC HEALTH:
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VIETNAM

Bulletin 29/69

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*14s. **Galvanizing Plant.** March 15. E.S.B. 5851/69/J.

Bulletin 30/69

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*11s. **Electrolytic Copper Manufacturing Plant.** March 31. E.S.B. 5890/69/J.
*11s. **Animal Food Plant.** April 1. E.S.B. 5891/69/J.
*11s. **Paper Manufacturing Plant.** April 12. E.S.B. 5892/69/J.
Spinning Mill Machinery. April 1. E.S.B. 5893/69/J.

YUGOSLAVIA

Bulletin 28/69

INVEST-IMPORT:
1*. **Mirror Manufacturing Machinery.** April 8. E.S.B. 5499/69/J.
JUGOTEHNA:
*1s. **Furnace.** April 8. E.S.B. 5448/69/J.
METALKA EXPORT IMPORT:
*2s. **Glass House.** April 8. E.S.B. 5458/69/J.
MOSA PIJADE:
*3s. **Metal Working and Laboratory Equipment.** April 8. E.S.B. 5457/69/J.
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1s. **Asbestos-Cement Drying Machine.** April 8. E.S.B. 5452/69/J.
FERIMPORT:
*2s. **Telescope and Transfer Platforms.** April 8. E.S.B. 5453/69/J.
*1s. **Poly-Urethan Production Plant.** April 8. E.S.B. 5455/69/J.
POSLOVNO ZDRUZENJE TEKSTILNE INDUSTRIJE:
*1s. **Textile Machinery.** April 8. E.S.B. 5450/69/J.
*1s. **Weaving Equipment.** April 8. E.S.B. 5451/69/J.
GRAFIKA:
*1s. **Printing Machinery.** April 8. E.S.B. 5454/69/J.
MASINOIMPEX:
*1s. **Construction of a Cement Factory.** April 8. E.S.B. 5456/69/J.

Bulletin 31/69

PODJETJE JUGOTEKSIL IMPEX:
*1s. **Beaming Machine; Spraying Machine.** April 17. E.S.B. 6009/69/J.
POGON PREDIONICE TEKSTILNOG KOMBINATA:
*1s. **Cleaner.** April 17. E.S.B. 6010/69/J.
PREHRAMBENI KOMBINAT BOSANKA:
*1s. **Fruit Canning Machinery.** April 17. E.S.B. 6017/69/J.
ELEKTROOPSKRBA:
*1s. **Transformers.** April 17. E.S.B. 6007/69/J.
JUGOELEKTRO:
*1s. **Workshop Equipment.** April 17. E.S.B. 6018/69/J.
MASINO-IMPEX:
*2s. **Shoe Making Machinery.** April 17. E.S.B. 6920/69/J.
METALKA, EXPORT/IMPORT:
*1s. **Offset Machine.** April 17. E.S.B. 6931/69/J.
MOBILA IVO MARINKOVIC:
*1s. **Reconstruction of Factory.** Closing date not stated. E.S.B. 6008/69/J.

ZAMBIA

Bulletin 28/69

CENTRAL SUPPLY AND TENDER BOARD:
*3s. **Aerial Spraying.** March 14. E.S.B. 5487/69/J.
*4s. **White Cleaner.** March 14. E.S.B. 5488/69/J.
*4s. **Towels.** March 14. E.S.B. 5489/69/J.
*4s. **X-ray Films.** March 14. E.S.B. 5490/69/J.

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Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143. *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

AFGHANISTAN

Bulletin 31/69

Inquiry for heavy-duty staplers. E.S.B. 38481/68/J.

ALGERIA

Bulletin 29/69

Inquiry for babies bottles and dummies; cosmetics and perfume; electric light fittings; gags and practical jokes; shopping bags; umbrellas. E.S.B. 6253/69/J.

Vactric Control Equipment Ltd. has obtained a contract worth £128,000 for D.C. servomotors and gearheads from Sweden, in the face of strong American and European competition. The picture shows the final assembly of a precision gearhead being carried out in one of the company's many temperature controlled air filtered dust free cabinets.

ANGOLA

Bulletin 30/69

Inquiry for fertilizers and insecticides. E.S.B. 6633/69/J.

ARGENTINA

Bulletin 30/69

Manufacture under licence – alternators and diodes; electricity meters; voltage regulators. E.S.B. 44630/68/J.

AUSTRALIA

Bulletin 29/69

Inquiry for yarns. E.S.B. 5785/69/J.
Special advisory authority – sorbitol and mannitol. C.R.E. 2197/68/J.

AUSTRALIA. WAIVER OF BRITISH PREFERENCE

Bulletin 28/69

Inquiry for magnetic tape unit. E.S.B. S/13/69/J.
8s. Inquiry for printing and embossing press. E.S.B. S/10/69/J.
4s. Inquiry for iron bars. E.S.B. S/9/69/J.

Bulletin 29/69

3s. Inquiry for generators. E.S.B. S/11/69/J.
1s. Agency inquiry for paper dispenser. E.S.B. S/12/69/J.

Bulletin 30/69

Inquiry for slicing and dicing machine. E.S.B. M/6/69/J.

AUSTRIA

Bulletin 29/69

Inquiry for cold rolled iron strip. E.S.B. 6360/69/J.
Agency inquiry for lamps; lampshades; vases. E.S.B. 5602/69/J.

Bulletin 30/69

Agency inquiry for paper napkins (serviettes). E.S.B. 6356/69/J.
Agency inquiry for yarns. E.S.B. 48571/68/J.
Inquiry for barrels and container. E.S.B. 6238/69/J.

Bulletin 31/69

Inquiry for steel blades. E.S.B. 5146/69/J.
Agency inquiry for bridges; cathetometers; gas chromatographs; galvanometers; meters; microscopes; potentiometers. E.S.B. 6355/69/J.

Bulletin 33/69

Inquiry for mobile stores. E.S.B. 7281/69/J.

(Continued on next page)

ELEPHANTIDE (REGD.)
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AGENCY INQUIRIES, *continued*

BARBADOS

Bulletin 28/69
Inquiry for capacitors; printed circuit boards; resistors; semi-conductors. E.S.B. 3662/69/J.

BRAZIL

Bulletin 30/69
Inquiry for shoe manufacturing machinery and accessories. E.S.B. 5204/69/J.

CANADA

Bulletin 28/69
Agency inquiry for ground support equipment for air lines. E.S.B. 46582/68/J.
Agency inquiry for biscuits; confectionery; snacks. E.S.B. 5920/69/J.

Bulletin 30/69
Inquiry for industrial instrumentation and controls. E.S.B. 2627/69/J.
Inquiry for acetate, perspex, vinyl and acrylic sheet and film; disposable and plastic laboratory and photographic products; nylon rods and tubes; protective plastics. E.S.B. 6398/69/J.
Inquiry for children's knitwear. E.S.B. 6306/69/J.
Inquiry for scientific and testing laboratory equipment. E.S.B. 4681/69/J.

Bulletin 32/69
Inquiry for metal working machinery tools. E.S.B. 6899/69/J.
Agency inquiry for biscuits; boxes; confectionery. E.S.B. 4011/69/J.

Bulletin 33/69
Agency inquiry for bearings and parts; drills, taps and dies; excavator buckets and parts; tractor grouser bar. E.S.B. 6501/69/J.
Agency inquiry for graders; pumps; tractors. E.S.B. 6529/69/J.
Inquiry for radios; spin-dryer washers; television sets. E.S.B. 6577/69/J.
Inquiry for children's knitwear – further information. E.S.B. 6506/69/J.

CYPRUS

Bulletin 30/69
Agency inquiry for hi-fi and ancillary equipment. E.S.B. 47819/68/J.
Agency inquiry for building materials; foodstuffs. E.S.B. 53928/68/J.

Bulletin 32/69
Agency inquiry for hosiery; worsted suitings. E.S.B. 6110/69/J.

DENMARK

Bulletin 32/69
Agency inquiry for biscuits; breadcrumbs. E.S.B. 6640/69/J.
Agency inquiry for cotton yarn waste; synthetic fibres; wipers. E.S.B. 6721/69/J.

FINLAND

Bulletin 29/69
Agency inquiry for dresses; fabrics; knitwear. E.S.B. 47238/68/J.
Agency inquiry for cosmetics; toiletries. E.S.B. 5728/69/J.
Inquiry for jewellery. E.S.B. 6653/69/J.

Bulletin 30/69
*Inquiry for felt. E.S.B. 4049/69/J.
*Inquiry for rayon string making machinery. E.S.B. 45014/68/J.

Bulletin 31/69
Agency inquiry for hosiery; scarves and belts. E.S.B. 964/69/J.

Bulletin 32/69
Agency inquiry for blouse, dress and skirt materials; men's suiting and trouserings. E.S.B. 6923/69/J.
Agency inquiry for foodstuffs; textiles. E.S.B. 37475/68/J.

Bulletin 33/69
Agency inquiry for cosmetics; toiletries. E.S.B. 6552/69/J.

FRANCE

Bulletin 29/69
Agency inquiry for machine tools. E.S.B. 6296/69/J.
Agency inquiry for presses. E.S.B. 6292/69/J.

Bulletin 30/69
Agency inquiry for bath mats. E.S.B. 6217/69/J.
Inquiry for nuts and bolts. E.S.B. 6400/69/J.
Agency inquiry for raised floors. E.S.B. 5096/69/J.

Bulletin 31/69
Agency inquiry for data processing equipment. E.S.B. 6646/69/J.

Bulletin 32/69
Inquiry for plastic handling trays; buckets and carriers. E.S.B. 29565/68/J.
Agency inquiry for foundry equipment. E.S.B. 6298/69/J.

Bulletin 33/69
Agency inquiry for machine tools. E.S.B. 6546/69/J.

FRANCE/AUSTRIA

Bulletin 29/69
Trade and financial arrangements. E.S.B. 1209/G/J.

FRANCE/ICELAND

Bulletin 29/69
Trade and financial arrangements. E.S.B. 1209/G/J.

FRANCE/NORWAY

Bulletin 29/69
Trade and financial arrangements. E.S.B. 1209/G/J.

FRANCE/PORTUGAL

Bulletin 29/69
Trade and financial arrangements. E.S.B. 1209/G/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 28/69
3s. Inquiry for wire grids. E.S.B. 6293/69/J.
Inquiry for bathroom and furniture fittings; candle and wall lights. E.S.B. 6308/69/J.
Market report on air pollution control equipment. E.S.B. 5594/69/J.

Bulletin 29/69
Agency inquiry for engineering plant, machine tools; measuring and testing instruments; plastic industry machines. E.S.B. 45058/68/J.
Inquiry for artificial leather; lampshade plastic and textile for lampshades; plastic coated upholstery materials; plastic floor covering. E.S.B. 4579/69/J.
Inquiry for badminton equipment; footballs; games; gymnastic equipment; tools; toys. E.S.B. 4006/69/J.
Inquiry for carpets; outerwear. E.S.B. 6219/69/J.

Bulletin 30/69
Inquiry for confectionery. E.S.B. 6666/69/J.
Agency inquiry for carpets. E.S.B. 6300/69/J.
Inquiry for cable drums and connector couplings. E.S.B. 6530/69/J.
Agency inquiry for yarns. E.S.B. 6552/69/J.
Inquiry for motor vehicle tools. E.S.B. 5005/69/J.
Agency inquiry for knitwear. E.S.B. 6112/69/J.
Market report on toys. E.S.B. 5589/69/J.
Agency inquiry for beverages and spirits; cocktail items; confectionery; gourmet foods; soup. E.S.B. 4627/69/J.

Bulletin 31/69
Market report on clothing and accessories including sports clothing. E.S.B. 5923/69/J.

Bulletin 32/69
Inquiry for building materials. E.S.B. 6929/69/J.
Inquiry for road traffic signs. E.S.B. 969/69/J.

Bulletin 33/69
Agency inquiry for electrical cables. E.S.B. 3603/69/J.
Inquiry for chisels. E.S.B. 6516/69/J.

GREECE

Bulletin 29/69
Agency inquiry for lambswool tops; poplins; textiles; towelling garments; yarns. E.S.B. 515/69/J.

HONDURAS

Bulletin 32/69
Inquiry for salt, sugar cane molasses and bagasse plant. E.S.B. 2446/69/J.

HONG KONG

Bulletin 29/69
Agency inquiry for buttons. E.S.B. 5125/69/J.

INDIA

Bulletin 33/69
Inquiry for bag manufacturing machine; laminating machine; printing machine; tape slitting machine; tape manufacturing machine. E.S.B. 6246/69/J.
Industrial development. E.S.B. 32485/68/J.

IRAQ

Bulletin 30/69
Inquiry for citric acid production. E.S.B. 6641/69/J.

IRISH REPUBLIC

Bulletin 29/69
Agency inquiry for conveyor belting. E.S.B. 5587/69/J.

Bulletin 30/69
Inquiry for stokers mitts. E.S.B. 5741/69/J.

Bulletin 32/69
Agency inquiry for aluminium and copper sheets. E.S.B. 6556/69/J.

ISRAEL

Bulletin 30/69
Agency inquiry for pumps and valves. E.S.B. 6271/69/J.
Agency inquiry for television sets. E.S.B. 3653/69/J.
Agency inquiry for hydraulic turntables; ladders. E.S.B. 6508/69/J.

Bulletin 31/69
Agency inquiry for vacuum sealing and packaging machines. E.S.B. 6320/69/J.

ITALY

Bulletin 26/69
Inquiry for deodorants; detergents and domestic cleaners; furniture; metal and shoe polishes; insecticides; soap. E.S.B. 5206/69/J.
Inquiry for carpets and floor coverings; curtainings; wall coverings. E.S.B. 4064/69/J.

Bulletin 28/69
Inquiry for granite; marble. E.S.B. 3132/69/J.

Bulletin 29/69
Inquiry for door and window frames; exterior coatings; wall linings. E.S.B. 6353/69/J.
Inquiry for asbestos spraying equipment and materials. E.S.B. 6250/69/J.
Inquiry for raw material for polyurethane foam. E.S.B. 6111/69/J.
Manufacture under licence – paper converting machinery. E.S.B. 4861/69/J.
Agency inquiry for artificial kidney machines; computers and ancillary equipment. E.S.B. 6309/69/J.
Agency inquiry for valves. E.S.B. 5978/69/J.

Bulletin 30/69
Agency inquiry for gloves; shoes; socks. E.S.B. 5919/69/J.
Inquiry for components and spares for loading shovels. E.S.B. 2485/69/J.
Inquiry for wool. E.S.B. 6326/69/J.
Agency inquiry for pharmaceutical and medical raw materials; syringes. E.S.B. 6126/69/J.
Inquiry for motors; pumps; pressure regulators and control panels. E.S.B. 6103/69/J.
Agency inquiry for steel bars, plates and tubes. E.S.B. 6257/69/J.
Inquiry for cast iron scrap. E.S.B. 6699/69/J.
Inquiry for moquettes (wall to wall carpets). E.S.B. 6526/69/J.

Bulletin 31/69
Agency inquiry for pneumatic hoists. E.S.B. 35601/68/J.
Agency inquiry for printed circuits. E.S.B. 6297/69/J.
Agency inquiry for carpets. E.S.B. 6557/69/J.

Bulletin 32/69
Inquiry for copper pipes. E.S.B. 6523/69/J.
Agency inquiry for automatic fruit stamping, wrapping, packing and brushing machines. E.S.B. 6803/69/J.
Inquiry for chains; crushing equipment; spiral reducers; steel cables. E.S.B. 6128/69/J.
Agency inquiry for agricultural trailers. E.S.B. 6555/69/J.

Bulletin 33/69
Inquiry for dust powder cleaning plants; dust suction equipment; gas cleaning equipment. E.S.B. 6717/69/J.
Agency inquiry for refractory material. E.S.B. 6311/69/J.

ITALY/USSR

Bulletin 32/69
Trade agreement. E.S.B. 1209/G/J.

JAPAN

Bulletin 30/69
Inquiry for men's socks. E.S.B. 6567/69/J.

Bulletin 32/69
Inquiry for chemical solutions. E.S.B. 6971/69/J.
Inquiry for riding clothes, saddles and accessories. E.S.B. 6930/69/J.

JORDAN

Bulletin 32/69
Agency inquiry for dresses and overcoats; knitwear; stockings; underwear. E.S.B. 6270/69/J.

KENYA

Bulletin 28/69
Inquiry for oil. E.S.B. 5977/69/J.

Bulletin 32/69
Inquiry for plastic working machinery. E.S.B. 39232/68/J.

KUWAIT

Bulletin 30/69
Inquiry for biscuit manufacturing plant. E.S.B. 46370/67/J.

Bulletin 31/69
*Inquiry for triplex board. E.S.B. 6243/69/J.

LEBANON

Bulletin 28/69
Inquiry for blankets. E.S.B. 6223/69/J.

Bulletin 29/69
Agency inquiry for hotel table linen; suits and suitings. E.S.B. 31556/68/J.

Bulletin 32/69
Inquiry for animal and vegetable fats; fish processing and canning plant. E.S.B. 6788/69/J.
Agency inquiry for electric motors; circuit breakers; pumps. E.S.B. 6561/69/J.
Agency inquiry for shirts. E.S.B. 6396/69/J.

LIBYA

Bulletin 28/69
Agency inquiry for pumps. E.S.B. 6188/69/J.

Bulletin 30/69
Inquiry for aerosol mechanisms; gas; tins; tin filling machinery. E.S.B. 6350/69/J.

Bulletin 31/69
Agency inquiry for canned fruit and vegetables; coffee grains; dairy products; rice; wheat flour. E.S.B. 44976/68/J.

Bulletin 32/69
Inquiry for agricultural products. E.S.B. 6518/69/J.

LUXEMBOURG

Bulletin 31/69
Inquiry for sports cups and medals. E.S.B. 6252/69/J.

MALAYSIA

Bulletin 28/69
Inquiry for saw sharpening equipment. E.S.B. 6291/69/J.
Inquiry for water meters. E.S.B. 2279/69/J.

Bulletin 29/69
Inquiry for liquid petroleum gas cooking equipment. E.S.B. 5299/69/J.

NETHERLANDS

Bulletin 29/69
Inquiry for furnace slag. E.S.B. 6327/69/J.

NEW ZEALAND

Bulletin 30/69
Inquiry for vibrating (mechanical) handling feeders. E.S.B. 45068/68/J.

Bulletin 31/69
Agency inquiry for Manchester goods and napery. E.S.B. 6573/69/J.

Bulletin 32/69
Manufacture under licence – hospital beds; operating tables; patient handling systems. E.S.B. 6554/69/J.

NORWAY

Bulletin 28/69
Agency inquiry for curtains and curtaining; laces; overcoating and leisurewear fabrics; piece-goods; woollen worsted and tweed fabrics. E.S.B. 5659/69/J.

Bulletin 32/69
Inquiry for vegetable cutting and potato peeling machines. E.S.B. 6723/69/J.

PAKISTAN

Bulletin 32/69
Inquiry for baling press. E.S.B. 6879/69/J.

Bulletin 33/69
Inquiry for air compressor; animal feed mixer; blacksmiths equipment; generator; grain dryer; lubrication equipment; testing and measuring equipment; voltage regulators; workshop equipment. E.S.B. 7163/69/J.

PHILIPPINES, REPUBLIC OF THE

Bulletin 30/69
Inquiry for china; cutlery; desk sets and allied items; glassware; silverware. E.S.B. 48574/68/J.

Bulletin 31/69
Inquiry for batch mixer for window glass plant. E.S.B. 6907/69/J.

POLAND/GERMANY

Bulletin 29/69
Trade and finance arrangements. E.S.B. 1209/G/J.

POLAND/RUMANIA

Bulletin 32/69
Trade agreement. E.S.B. 1209/G/J.

POLAND/YUGOSLAVIA

Bulletin 32/69
Trade agreement. E.S.B. 1209/G/J.

PORTUGAL

Bulletin 32/69
*Inquiry for pvc tape. E.S.B. 2240/69/J.

SAUDI ARABIA

Bulletin 28/69
Business visits. E.S.B. 1209/G/J.

Bulletin 29/69
Agency inquiry for insecticides. E.S.B. 6159/69/J.

SIERRA LEONE

Bulletin 29/69
Inquiry for electrical wiring accessories and cables. E.S.B. 6566/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 28/69
Agency inquiry for air-compressors; contractors plant; diesel engines; generating set; machine tools. E.S.B. 1778/69/J.

SOUTH AFRICA

Bulletin 30/69
Manufacture under licence – agency inquiry for audio visual equipment; equipment and material for science subjects laboratory equipment; playground equipment; schoolroom furniture; special educational apparatus. E.S.B. 1836/69/J.

Bulletin 32/69
Agency inquiry for educational toys. E.S.B. 6791/69/J.

SPAIN

Bulletin 30/69
Inquiry for semi-killed cold rolled iron sheet. E.S.B. 6205/69/J.

Bulletin 32/69
Inquiry for cold rolled stainless steel plate. E.S.B. 7120/69/J.

SWAZILAND

Bulletin 30/69
Inquiry for boilers. E.S.B. 6680/69/J.

SWEDEN

Bulletin 31/69
Agency inquiry for rehabilitation equipment. E.S.B. 3650/69/J.
Agency inquiry for cake and biscuit tins; metal trays; mustard. E.S.B. 6160/69/J.
Agency inquiry for synthetic waste materials. E.S.B. 6733/69/J.

Bulletin 32/69
Agency inquiry for disposable articles for hospitals; gymnastic equipment; rehabilitation equipment; surgical instruments. E.S.B. 4843/69/J.

SWITZERLAND

Bulletin 29/69
Inquiry for coats and jackets. E.S.B. 6240/69/J.
Agency inquiry for machine tools. E.S.B. 6263/69/J.

Bulletin 30/69
Inquiry for elastic webbing. E.S.B. 5684/69/J.
Agency inquiry for hand machine tools; technical novelties; welding, brazing, soldering sets. E.S.B. 5912/69/J.
Inquiry for ceramic containers; glass bottles. E.S.B. 5585/69/J.

Bulletin 33/69
Agency inquiry for tumble dryers; vacuum cleaners. E.S.B. 7102/69/J.

TRINIDAD/TOBAGO

Bulletin 30/69
Agency inquiry for bearings; boating accessories; builders hardware; safety equipment; tools; vee belting. E.S.B. 4009/69/J.
Inquiry for aerodrome operational equipment. E.S.B. 6328/69/J.
Agency inquiry for tobacco. E.S.B. 4480/69/J.

Bulletin 32/69
Inquiry for boat mouldings and fittings. E.S.B. 6980/69/J.

TURKEY

Bulletin 29/69
Inquiry for lead refining equipment. E.S.B. 5243/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 30/69
Inquiry for stencil paper manufacturing machinery; typewriter ribbons inking machinery. E.S.B. 3627/69/J.
Inquiry for beverages; binoculars; cameras and accessories; cigarettes and tobacco; cosmetics; domestic electrical appliances; foodstuffs; jewellery; knitwear and suitings; radios and record players; sports equipment; toys. E.S.B. 6527/69/J.

UNITED ARAB REPUBLIC/CZECHOSLOVAKIA

Bulletin 32/69
Trade agreement. E.S.B. 1209/G/J.

UGANDA

Bulletin 30/69
Agency inquiry for knitwear. E.S.B. 5331/69/J.
Inquiry for bed manufacturing machinery; iron hooping; steel angle; textile machinery. E.S.B. 6568/69/J.
Inquiry for cotton waste; fibres; rags; yarns. E.S.B. 6348/69/J.
Inquiry for mild steel angles and plates; rolled steel joists. E.S.B. 6924/69/J.

UNITED STATES OF AMERICA

Bulletin 29/69
Inquiry for steel; wire. E.S.B. 6299/69/J.
Inquiry for forgings. E.S.B. 6399/69/J.
Inquiry for plastic vinyl sheets. E.S.B. 6269/69/J.
*Manufacture under licence in Britain – polyethylene, polypropylene, styrene cap. E.S.B. 4623/69/J.

Bulletin 30/69
Inquiry for motor control components; traction motors. E.S.B. 6216/69/J.
*Inquiry for smokers pipes. E.S.B. 6367/69/J.
Inquiry for screwdriver blades and hand tools. E.S.B. 6549/69/J.

Bulletin 31/69
Inquiry for circuit breakers and switchgear. E.S.B. 6594/69/J.
Agency inquiry for conveyor belting; metal sheet and plate. E.S.B. 5643/69/J.

Bulletin 33/69
Inquiry for hose, hose connections and couplings. E.S.B. 43187/68/J.

VARIOUS

Bulletin 32/69
Ministry of Overseas Development Consultancy services. G.D. 3691/G/J.

VENEZUELA

Bulletin 32/69
Agency inquiry for gramophone needles and cartridges. E.S.B. 6524/69/J.

YUGOSLAVIA

Bulletin 31/69
Agency inquiry for cardboard manufacturing plant; paper industry machinery; chemicals and earths; printing machinery. E.S.B. 5298/69/J.

Bulletin 32/69
Inquiry for flameproof lighting fittings; flameproof signalling and telephone devices. E.S.B. 6853/69/J.

ZAMBIA

Bulletin 28/69
Agency inquiry for men's suits. E.S.B. 9695/68/J.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the December 20 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 175 of the January 17 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

70,000 miles sales tour

THE results of a 25-country export drive, carried out by Thermos Limited during November and December 1968, have now been evaluated. The immediate direct results are orders for over a quarter of a million pieces of vacuum ware made at the company's Thetford and Brentwood factories. Mr. Graham Smith and Mr. Gerry Mill, two of firm's export sales executives, visited Africa and the Far East respectively. Their job, as well as selling, was to assess markets – both current and potential – motivate and appoint agents, visit customers and obtain vital information about competitors' prices and products.

A typical example of business available from small markets can be seen from a recent visit to Fiji and Tahiti, en route between major markets, when a new agent was appointed and business increased by over 200 per cent. Between them the two executives travelled over 70,000 miles.

Expansion aim in Australia

MR. PETER WILLIAMS, joint managing director of Wedgwood Ltd., who is now on a two-week visit to Australia, said before leaving the firm's Barlaston, Staffs, factory: 'In recent years Wedgwood has achieved substantial sales increases in Australia which have encouraged us to plan further developments in our marketing operations there. Our trade in Australia in 1968 was 25 per cent up on the previous year and there is every sign that 1969 will prove to be another good year.' Mr. Williams will spend the major part of his tour with the managing director of Wedgwood's Australian company, Mr. Ian F. Taylor, reviewing the firm's progress and discussing the further development of this important and expanding market.

Sales concentration in Caribbean

VISITING the Caribbean on an intensive sales promotion and fact finding tour is Mr. M. H. Briggs, managing director of Sanders & Forster Limited of Stratford, London – the structural steelwork company of the Chamberlain Group. He will call at the Virgin Islands, Puerto Rico, Trinidad, Jamaica, the Bahamas and Guyana, to see existing agents and appoint new agents in those territories in which the company is not adequately represented. At the same time, Mr. Briggs will assess the market for increasing the export sales of the firm's structural products such as pre-engineered steel buildings, the 'SCOLA' industrialized building system, 'Stratford' open web joists, 'Litzka' castellated steel beams and traditional structural steelwork.

South American visit

MR. H. G. RETFORD, of H. G. Retford and Partners, who act as buying agents in Britain for a Brazilian chemical and engineering firm, is travelling to Sao Paulo and Rio de Janeiro on February 28. Mr. Retford is travelling on behalf of his own and other British companies.

Computer sales drive

WITH A view to increasing computer exports, Mr. G. D. C. Hicks, deputy manager of International Computers Ltd., Overseas Sales Organization, is making a visit to the Far East. During his 10 days' tour he will have meetings with ICL staff, computer users and prospective customers in Hong Kong, Kuala Lumpur, Bangkok and Singapore.

Visit to Japanese bakeries

MR. LES BURGESS, managing director of Burgess Engineering (S.O.T.) Limited, Madeley, is on a sales tour of Japan. He will visit 12 leading Japanese bakeries for discussions on the range of automated bakery equipment designed and manufactured by the company at their Staffordshire works.

Mr. Burgess will be accompanied on his visit by Mr. S. Ishida, president of Nippon S. T. Johnson Sales Company of Tokyo, their recently appointed agents for Japan.

Sales drive

A SALES drive through Southern, Central and East Africa, the Near and Middle East, Greece, Spain and Portugal, is being made by Mr. Simon Ackstine, export manager of Pifco Limited, the Manchester-based small appliances manufacturers. Objects of his mission are to cement and develop the company's relationship with the firm's distributors and dealers, and to discuss the 1969 programme.

Far East sales boost visit

ON a 10-week export boosting tour of Australasia, Malaysia, Thailand, Ceylon, Hong Kong and Japan, is Mr. Peter Kinnear, managing director of Link 51 Ltd., the Midlands storage and materials handling consortium. Before leaving Mr. Kinnear said that since devaluation they had created new licensee manufacturers in a number of major markets and extended their distributor outlets in many other countries. Exported products were 47 per cent higher than before devaluation and represented 40 per cent of the firm's slotted angle turnover in the current financial year.

Orders follow Canadian visit

RECENTLY returned from a sales tour of Canada is Mr. Hugh Williams, sales manager of Wessex Industries Limited, the Poole-based manufacturers of lift trucks, tractors and trailers. As a result of his visit, the first Canadian orders are on their way via the company's newly-appointed agents, the Lift Parts Supply Company of Canada.

Expansion in Portugal

CROOKES Laboratories, the Basingstoke pharmaceutical company, which already exports a number of its veterinary products to Portugal has started negotiations to expand its market there. Following a visit to Lisbon for discussions with leading manufacturers and distributors of products to the farming industry, Mr. Len Baker, marketing manager of the veterinary (ethical) division, said: 'A number of our products have sold remarkably well in Portugal. We decided, therefore, that the time was right to increase the scope of our export operations both with existing products and with new veterinary lines.'

Crookes, jointly owned by Arthur Guinness, Son & Co. Ltd. and Philips Industries, produces a range of products used in the prevention and treatment of disease in domestic animals, poultry and pets.

Antipodes visit

MR. J. HUGH NEILL, chairman and managing director of James Neill and Company (Sheffield) Limited is on a month's visit to Australia and New Zealand. Visiting Perth, Adelaide, Melbourne, Sydney, Brisbane, Christchurch and Auckland, he will be having discussions with Patience and Nicholson Limited, who manufacture 'Eclipse' hacksaw blades and frames under licence in Australia and with Neill's subsidiary company Eclipse Tools (Sheffield) Pty Limited, who are responsible for the sale and distribution of all 'Eclipse' tools in Australia. He will also visit Patience and Nicholson (N.Z.) Limited, who manufacture hacksaw blades there and will see agents and leading distributors in both countries.

Australia achieved record sales of 'Eclipse' tools in 1968 and was Neill's second highest export market.

United States visit results in sales increase

WIPAC GROUP SALES LTD. of Buckingham, manufacturers of stainless steel fog and spot-lamps and other motoring accessories, have increased their sales to the United States by over 50 per cent in the last five months as compared with the same period of the previous year.

The orders have been received following a visit to the United States by Mr. H. Cowling, export manager in April and May last year, during which he saw the company's distributors in New York, Boston, Atlanta, San Francisco, Chicago, Los Angeles and Columbus, Ohio.

Over 50 per cent of the company's products are now exported to over 90 different countries, either as direct exports or as standard accessories on industrial equipment and all leading British made cars.

Swedish and Danish tour

As a result of a week's visit to Sweden and Denmark by Mr. Derek Mattey, chairman and managing director of Speedwell Gear Case Co. Ltd. of Witton, orders, running into five figures, for Birmingham-made motor cycle petrol tanks are expected to be received from Sweden within the next few weeks.

Mr. Mattey recently returned from Sweden and brought back with him a substantial order book with the promise of expanding business up to 1973.

Denmark's main interest, said Mr. Mattey, was in perambulators and Speedwell's special fabrication facilities were likely to lead to eventual orders. He was off to Amsterdam almost immediately to follow up approaches for the newly developed Speedwell 'Silentplate' – a noise deadening metal 'sandwich' – and was then returning to Sweden.

Sales and marketing drive

MR. L. W. H. HILL, export director of Optrex Ltd., is in the Far East considering marketing and advertising possibilities in existing markets for Optrex. The ultimate purpose of this exercise is to introduce a wider range of the products to the Orient.

Following a visit to Jamaica to investigate Caribbean marketing problems, Mr. H. M. Steward, managing director, is visiting the United States to complete last year's negotiations for a marketing agreement with Colab Laboratories of Chicago. This will mean that Optrex will control the production and distribution of alginate swabs in the Eastern Hemisphere and Europe.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and proposed Regulation which affect the various agricultural sectors in the EEC, have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and proposed Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

GENERAL

Regulation (CEE) No. 204/69 establishes for certain agricultural products exported in the form of goods not covered by Annexe II of the Treaty, the general rules relative to granting export refunds and the criteria for fixing their amount. This Regulation will affect products in the following sectors covered by the basic **Regulations (CEE) No. 120/67** (cereals), **No. 122/67** (eggs), **No. 359/67** (rice), **No. 1009/67** (sugar) and **No. 804/68** (milk and milk products) (*Journal Officiel* No. L29 dated February 5, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 216/69 relates to the methods of application for the disposal of frozen cattlemeat, bought by the intervention organizations (*Journal Officiel* No. L28 dated February 5, 1969).

MILK AND MILK PRODUCTS

THE *Board of Trade Journal* dated August 9, 1968 (pages 434/435) contained the text of **Regulations (CEE) No. 1053/68** and **No. 1054/68** concerning the admission of certain cheeses into certain tariff headings. The *Journal Officiel des Communautés Européennes* No. L26 dated February 1, 1969, contains the text of **Regulation (CEE) No. 196/69,** which modifies the Annexes of the above Regulations, particularly concerning Esram cheese.

Regulation (CEE) No. 197/69 modifies **Regulation (CEE) No. 1262/68** concerning the granting of refunds for butter intended for certain foreign forces stationed in Europe (*Journal Officiel* No. L26 dated February 1, 1969).

Regulation (CEE) No. 210/69 relates to communications between Member States and the Commission in the milk and milk products sector (*Journal Officiel* No. L28 dated February 5, 1969).

CEREALS

The *Journal Officiel des Communautés Européennes* No. C12 dated February 4, 1969, contains the draft text of a proposed Regulation fixing the standard qualities for soft wheat, rye, barley, maize and durum wheat. It should be noted that the draft text of the proposed Regulation, which may be obtained on application to the Export Services Branch at the address given above, when finally approved, may differ from the draft text referred to above.

Temporary suspension of import duties in the common tariff

THE *Journel Officiel des Communautés Européennes* No. L29 dated February 5, 1969, contains the text of **Decision 69/39/CEE** authorizing Germany to partially suspend the import duty on the following product for the period January 1, 1969, to March 31, 1969.

Common Customs Tariff No.	Description of Goods	Rate at which Duty is suspended
Ex 07.01 M I	Tomatoes	9·2% with a minimum charge of of 1·64 u.c. per 100 kg. gross weight (1)

(1) u.c. = Unites de compte. (present value 1 U.S. dollar).

The French text of the Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

(*Continued on next page*)

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

EUROPEAN COMMUNITIES, *continued*

Temporary suspension of import duties in the common tariff

THE *Journal Officiel des Communautés Européennes* No. L308 dated December 23, 1968, contains the text of Regulation No. 2093/68 partially or totally suspending the common tariff on certain items for varying periods. Details of the goods concerned, the reduced rates of duty and the periods during which these will be applied are set out below. The majority of these items were similarly treated in 1968, but there are some changes.

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Table 1

Common Customs Tariff No.	Description of Goods	Rate of duty to be applied for period January 1-June 30, 1969
Ex 29.27	Acrylonitrile	8%
Ex 39.01 C VI	Polyether-urethane elastomers in one of the forms set out in Chapter 39, Note 3 (b)	11%
Ex 40.11 C	New tyre cases intended for use in the maintenance of aircraft (a) Tyre cases of the following three types: 50 by 20; 26 PR. 24 by 7·7; 14 PR. 40 by 14; 22 PR. (a) This suspension is subject to conditions to be determined by the competent authorities.	Total suspension

Table 2

Common Customs Tariff No.	Description of Goods	Rate of duty to be applied for period January 1-December 31, 1969
Ex 03.01 A I (b)	Salmon, fresh, frozen or chilled	8%
Ex 03.01 B I (d)	'Squalas Acanthias' (dog-fish), fresh, frozen or chilled	5%
Ex 03.01 B I (g)	'Sardinops sagax ocellata' (known as 'pilchards') fresh, frozen or chilled, for preserving (a)	8%
Ex 03.01 C	Roe of lumpfish (cyclopterus lumpus), fresh, frozen or chilled	10%
Ex 03.02 A I (c)	Anchovies (engraulis sp.p.) salted or in brine, in barrels or other containers with a net content of 10 kg. or more	Total suspension
Ex 03.02 C	Roe of lump fish (cyclopterus lumpus) salted, in brine, dried or smoked	11%
Ex 07.01 A I	Seed potatoes of the 'Majestic' and 'Kennebec' varieties	7%
Ex 07.01 P II	Cantarelles	5·5%
Ex 08.01 A	Dates for the manufacture of animal feedstuffs (a)	6%
Ex 08.02 A II (a) and (b)	Bitter or Seville oranges	8%
08.08 C	Bilberries	5·5%
09.10 C I	Saffron, neither crushed nor ground	10%
Ex 12.07 K	Jaborandi leaves (pilocarpus jaborandi)	Total suspension
Ex 12.07 K	Sophora japonica buds	Total suspension
Ex 12.07 K	Strophanthus seeds (strophanthus kombe)	Total suspension
Ex 12.07 K	Colchicum seeds (colchicum autumnale), duboisia leaves (duboisia myoporoides) ergot of rye (secale cornutum), leaves, seeds, roots and other parts of stramonium (datura stramonium)	Total suspension
Ex 13.02 B	Canadian balsam	Total suspension
14.02 B I	Vegetable hair	Total suspension
Ex 16.05 A	Crabs of the 'King, Hanasaki, Kegani and Queen' varieties, merely boiled and shelled, whether or not frozen, for preservation in containers with a net content of 2 kg. or more (a)	9%
Ex 27.07 G	Aromatic products intended for the manufacture of carbon blacks (a)	Total suspension
Ex 27.14 C	Extracts obtained by the treatment of lubricating oils with selective solvents, intended for the manufacture of carbon blacks (a)	Total suspension
Ex 28.55 B	Iron phosphides (ferro-phosphorus) containing 15% or more by weight of phosphorus, intended solely for the manufacture of phosphoric steel-making pig-iron or of steel (a)	Total suspension
Ex 29.01 C I	Pinenes	8%
Ex 29.01 D VIII	3-Methylstyrene	6%
Ex 29.02 B	Hexachlorocyclopentadiene	Total suspension
Ex 29.03 B II	1-Nitropropane; 2-nitropropane	8%
Ex 29.06 A IV	2, 3, 6-Trimethylphenol	Total suspension
Ex 29.09	Epoxybutane	9%
Ex 29.13 A I (b)	4-Methylhexan-2-one	10%
Ex 29.13 B I (b)	Natural refined camphor	Total suspension
Ex 29.13 B II	Dehydroprogesterone (4, 16-pregnadiene-3, 20-dione)	6%
Ex 29.13 D I	11β : 21-Dihydroxypregna-1 : 4 : 17 (20)-trien-3-one	9%
Ex 29.13 D I	11β : 21-Dihydroxypregna-4 :17 (20)-diene-3-one	9%
Ex 29.13 D I	3β-Hydroxy-16α-methylpregn-5-en-20-one	6%
Ex 29.13 D I	3β-Hydroxypregn-5-en-20-one	6%
Ex 29.13 F	1 : 4-Naphthaquinone	Total suspension
Ex 29.13 G III	2 : 3-Dichloro-1 : 4-naphthaquinone	10%
Ex 29.13 G III	Decachlorotetra cyclodecanone	10%
Ex 29.14 A II (c) 5	16:17 - Epoxy - 3β - hydroxypregn - 3 - en - 20- one acetate	6%
Ex 29.14 A II (c) 5	17α:21 - Dihydroxy - 16α - methylpregna - 1:4:9(11)-triene-3:20-dione-21-acetate	9%
Ex 29.14 A II (c) 5	11α:17d:21 - Trihydroxy-16α-methyl-5d-pregnane-3:20-dione 21-acetate 11-tosylate	6%
Ex 29.14 A II (a) 5	16 : 17-Epoxypregnanolone acetate	6%
Ex 29.14 A II (c) 5	3β-Hydroxy-5β-pregn-16-en-20-one acetate	6%
Ex 29.15 A IV (a)	Sebacic acid	3%
Ex 29.15 B	2η-3η-Hexachlorobicyclo [2 : 2 : 1] hept-5-ene-2 : 3-dicarboxylic acid and its anhydride	8%
Ex 29.15 C III	Benzene-1, 2, 4-tricarboxylic acid and its anhydrides	Total suspension
29.16 A III (a)	Crude calcium tartrate	3·5%
Ex 29.16 D	2, 6-Dime thoxybenzoic acid	10%
Ex 29.16 D	7-Oxabicyclo [2, 2, 1] heptane-2, 3-dicarboxylic acid and its sodium salt	10%
Ex 29.17	Diethyl sulphate	Total suspension
Ex 29.23 D V	3-Aminopropionic acid	8%
29.25 B II (a)	Phenobarbitone and its salts	11%
Ex 29.29	Podophyllinic acid ethylhydrazide	6%
Ex 29.29	3β-Hydroxypregna-5 : 16-dien-20-one acetate oxime	6%
Ex 29.31 B	Thiodi (*secamylphenol*)	6%
Ex 29.35 T	Paraquat dichloride	10%
Ex 29.35 T	Diosgenin and its esters	Total suspension
Ex 29.35 T	1 : 4-Diazabicyclo [2 : 2 : 2] octane	8%
Ex 29.35 T	*Iso* Nicotinonitrile	8%
Ex 29.36	Sulphaguanidine	7%
Ex 29.39 C I	Serum gonodotrophine	Total suspension
Ex 29.39 D II	6α-Methylprednisolone; fluorometholone	9%
Ex 29.39 D II	Betamethasone; its 21-(disodium phosphate) and 17-valerate	7%
Ex 29.40	Bromelaine	Total suspension
29.41 A	Digitalins	6%
Ex 29.41 D	Pure squill glucoside	6%
Ex 29.41 D	Calcium salt of sennosides A and B	6%
Ex 29.41 D	Podophyllotoxin benzylidene β-D-glucoside and other derivatives	6%
Ex 29.42 C VIII	Alkaloids of ergot of rye, their salts, ethers, esters and other derivatives	6%
Ex 29-44 D	Cephaloridine	Total suspension
Ex 29.44 D	Erythomycin and its derivatives	4·5%
Ex 29.44 D	Gentamycin	Total suspension
Ex 30.01 A I	Liver of bovine animals for organo – therapeutic purposes, dried and powdered	5%
Ex 30.01 B	Intrinsic factor (purified extracts of pyloric mucous membrane of pigs, dried)	5%
Ex 30.01 B	Bovine liver extracts	5%
Ex 32.04 A IV	Dyeing extracts of logwood, yellow woods and red woods	Total suspension
38.07	Spirits of turpentine (gum, wood and sulphate), and other terpenic solvents produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil (excluding 'pine oils' not rich in terpineol): A. Spirits of turpentine	3%
	B. Sulphate turpentine; crude dipentene	3%
	C. Other	3%
38.08 A	Rosins (including 'resinous pitch')	3·5%
Ex 38.08 C	Rosins, hydrogenated, polymerized, dimerized oxidized	4%
Ex 38.08 C	Hydrobietyl alcohol, technical	Total suspension
Ex 38.19 D	Thiophenated sulphonic acids of oils obtained from bituminous minerals and their salts	8%
Ex 38.19 T	Mixed aldehydes derived from lignin	Total suspension
Ex 38.19 T	Mixed tertiary mercaptans	9%
Ex 38.19 T	Crude guanine (paste of scales and other fish waste containing mineral oils of the type used in the manufacture of pearl essence)	Total suspension
Ex 38.19 T	Crude diosgenin	Total suspension
Ex 38.19 T	Amines not chemically defined, intended for the construction of aircraft (a)	Total suspension
Ex 38.19 T	Acqeous suspension of microcapsules containing a colouring in its leuco form, of the type used for the manufacture of 'duplicating paper'	9%
Ex 39.01 C IV	Epoxy resins in liquid, paste or powder form, to be used in the construction of aircraft (a)	Total suspension
Ex 39.02 C III	Polysulphohaloethylenes in one of the forms mentioned in Chapter 39, Note 3 (a) and (b)	4%
Ex 39.02 C VIII	Vinyl chloride-vinylidene chloride copolymers, containing at least 80% by weight of vinylidene chloride in one of the forms mentioned in Note 3 (a) and (b) of Chapter 39, intended for the manufacture of fibres, monofil or strip (a)	4%
Ex 39.02 C XIV (a)	Vinylidene fluoride-hexafluoropropene copolymer in one of the forms mentioned in Note 3 (a) and (b) of Chapter 39	4%
Ex 39.02 C XIV (a)	Ethyl acrylate-chlorethyl vinyl ether copolymers in the form of blocks	12%
Ex 39.02 C XIV (b)	Ethyl acrylate-chloroethyl vinyl ether copolymers in the form of plates as mentioned in Note 3 (d) of Chapter 39	12%
39.03 B V (a) 1	Ethylcellulose (unplasticized)	4%
Ex 39.03 B V (a) 2	Ethyl-hydroxethyl-cellulose, insoluble in water	4%
Ex 39.03 B V (a) 2	Hydroxypropylmethyl cellulose	9·5%
Ex 39.05 C	Sheets of rubber hydrochloride of a thickness not exceeding 0·020 mm.	Total suspension
41.03 B I	Sheep or lamb skin leather, except leather falling within heading No. 41.06, 41.07 or 41.08; other skins supply tanned	Total suspension
41.04 B I	Goat and kid skin leather except leather falling within heading No. 41.06, 41.07 or 41.08; other skins simply tanned	Total suspension
Ex 41.05 B I	Other reptile leather, simply tanned	Total suspension
Ex 44.15 B	Wood panels, faced on either side with aluminium sheet, intended for use on aircraft (a)	Total suspension
Ex 44.28 C	Shingles for roofing or facing purposes of coniferous wood	Total suspension
45.01	Natural cork, unworked, crushed, granulated or ground; waste cork: A. Natural cork, unworked, in boards or parts of boards, of a thickness of more than 30 mm.	3%
	B. Other	3%
45.02	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers)	4%
Ex 48.01 E II	Japan paper (special long-fibre paper) for the manufacture of artificial sausage casings or for wrapping continuous 'artificial' fibres during industrial processing (a)	Total suspension
Ex 51.01 A	Single yarn of polytetrafluoroethylene	Total suspension
51.01 B I	Hollow filament yarn of 'artificial' fibres	Total suspension
Ex 62.05 C	Escape chutes and passenger lifesaving jackets for the equipment of aircraft (a)	Total suspension
70.19 A 1 (a)	Glass beads, cut and polished mechanically	Total suspension

Common Customs Tariff No.	Description of Goods	Rate of duty to be applied for period January 1 - December 31, 1969
70.19 A III (a)	Imitation precious and semi-precious stones, cut and polished mechanically	Total suspension
73.05 A	Iron or steel powder	4%
Ex 73.24	Containers for the pressurization of aircraft	Total suspension
Ex 81.04 K I	Sponge titanium	Total suspension
Ex 81.04 M	Uranium depleted in U235: Unwrought; waste and scrap	Total suspension
Ex 88.05 B	Flight simulators of aircraft of an unladen weight of more than 15,000 kg.	Total suspension
Ex 89.05	Life rafts for the equipment of aircraft (a)	Total suspension

(a) This suspension is subject to conditions to be determined by the competent authorities.

Table 3

Common Customs Tariff No.	Description of Goods	Rate of duty applicable for period January 1, 1969, to December 31, 1970
28.51 A	Heavy hydrogen (deuterium) and compounds thereof (including heavy water); mixtures and solutions containing deuterium and in which the ratio of the number of deuterium atoms to the normal hydrogen atoms exceeds 1 : 5000 (EURATOM)	Total suspension

FRANCE

Tariff quotas for newsprint, etc.

FOLLOWING EEC Regulations allocating amounts to member countries for various products (see *Board of Trade Journal* of January 1, 1969), the French *Journal Officiel* of January 12 announced the amounts and conditions for importation into France for the year 1969 of goods under the following tariff headings:

Tariff No.	Description	Quota amount (metric tons net)
48.01 A	Newsprint	108,000
73.02 C	Ferro-silicone	50
Ex 73.02 E I	Ferro-chromium, containing by weight at least 0·1% of carbon and more than 30% but not more than 90% inclusive of chrome	10
76.01 A	Unwrought aluminium	3,000
Ex 77.01 A	Unwrought magnesium containing by weight more than 99·8% of pure magnesium	7·2
Ex 77.01 A	Unwrought magnesium containing by weight 99·8% or less of pure magnesium	19·95

Five copies of the application for a licence should be made on the appropriate form, one of which should be sent, with a stamped envelope bearing the applicant's address, to the Direction Générale des Douanes et Droits Indirects, Division des Echanges, 93 rue de Rivoli, Paris, 1e, and four copies to the appropriate authority, namely:

For newsprint: Direction des Industries Diverses et des Textiles, 3 rue Barbet-de-Jouy, Paris, 7e.

For the other products: Direction des Mines, 99 rue de Grenelle, Paris, 7e.

Several items may be listed on each application providing they fall under the same relevant Directorate. Licences will be valid for three months from the date of issue.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where a specimen application form and the full French text may be seen.

SPAIN

Official warning on incorrect import documentation

THE FOLLOWING NOTICE appeared in the official Spanish commercial publication, under the heading 'Warning to Importers':

'In order to avoid unneccessary fines which importers may be liable for as a result of errors, incorrect information on declaration forms, demands, licences, bills of authority and despatch forms, all interested parties are reminded that it is absolutely essential to adhere strictly to the instructions that appear on the back of the official forms that are used. Date errors, omissions, incorrect or incomplete statements, insufficient specification on the requirements in each case are the most frequent mistakes which are disadvantageous to the importer.

'As it is so easy to avoid mistakes importers are warned that it is in their own interest to present correct and carefully checked documents in all cases.'

Tariff modifications

IN THE *State Gazette* of February 8 the Spanish authorities published a decree modifying the Customs Tariff as follows:

Tariff Heading	Description	Definitive duty	Transitory duty	GATT duty
29.23 A	Amino compounds with alcohol-function and their halogenated, sulphonated, nitrated, nitrosated derivatives, their salts, and esters:			
	(1) Ethanolamines	22%	18%	
	(2) Other	10%	4·5%	
29.23 B	Amino compounds with naphtol-function and their halogenated, sulphonated, nitrated, nitrosated derivatives, their salts and esters:			
	(1) H. acid	30%	21%	30%
	(2) Gamma acid and isogamma acid (J. acid)	25%	18·5%	30%
	(3) Penyl-isogamma acids	25%	17·5%	
	(4) Other	10%	4·5%	
29.23 C	Amino compounds with aldehyde-function; amino compounds with quinone-function and their halogenated, sulphonated, nitrated, nitrosated derivatives, their salts and esters:	10%	4·5%	
29.23 D	Amino compounds with carboxylic acid-function and their halogenated, sulphonated, nitrated, nitrosated derivatives, their salts and esters.	10%	4·5%	
	(1) Glutamic acid, its salts	40%	32·5%	
	(2) Anthranilic acid, its salts and esters	10%	4·5%	
	(3) Other	20%	13%	20%
29.23 E	Amino compounds with other oxygen-functions; amino compounds with several oxygen-functions:			
	(1) ParaAminosalicylic acid, its salts and esters	30%	21·5%	
	(2) Other	10%	4·5%	
29.25 I	ParaBenzoylaminosalicylic acid calcium salts	30%	21·5%	24%
29.25 J	Other	10%	4·5%	

The suspension of the 50 per cent Customs duty on glutamic acid and its salts is maintained until March 31, 1969.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Duty-free import quotas

IN THE *State Gazette* of January 28 the Spanish authorities published a decree extending until June 30 the following duty-free import quotas:

Tariff heading	Description	Tons
47.01 B 1 b B 2 a	Chemical pulp	17,500
48.01 D 3 c 1	Newsprint for daily newspapers	20,000

Inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

CYPRUS

Telex service

THE British High Commission in Nicosia have advised the Board of Trade that on January 20, 1969, the telex service of the Cyprus Telecommunications Authority came into operation. The General Post Office have also stated that as from February 11, 1969, a new telex service has been inaugurated between the United Kingdom and Cyprus.

AUSTRIA

Labelling and packaging of laundry materials

THE AUSTRIAN Ministry of Trade have published an ordinance No. 454 covering the labelling and packaging of laundry washing materials of any kind when being sold or offered for sale in Austria.

The ordinance enters into effect on January 1, 1970 and further details about these regulations may be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

ISRAEL

Liberalization of imports

THE FOLLOWING ITEMS have been added to the Israeli list of commodities for which import licences are issued without restrictions. These goods were liberalized with effect from January 13, 1969.

Tariff No.	Description of Goods	Import duty	Purchase tax
	Carpets and rugs:		
58.01	Carpets knotted (made up or not)	IL70·00 per sq. metre	20%
58.02	Other carpets, carpets of the type 'Kelem,' 'Schumacks,' and 'Karamanie' rugs and the like (made up or not).		
59.02-1000	Felt and articles of felt	50%	15%
59.02-2000			
	Knitted or crocheted fabrics:		
60.01	Knitted or crocheted fabrics, not elastic nor rubberized of the types:	IL 13.00 per sq. metre	25%
1000	Pile fabrics		
2010	Knitted fabrics in the form of lace, containing wool or any other animal hair in any percentage		
9910	Fabrics containing wool or other animal hair in any percentage		
9920	Fabrics consisting of 100% man-made fibres, containing any percentage of discontinuous fibres in lengths exceeding 40 mm.		
60.06 1000	Elastic fabrics, knitted or crocheted of the following types:		
1010	Containing wool or any other animal hair in any percentage		
1020	Composed of 100% man-made fibres containing any percentage of discontinuous fibres in lengths exceeding 40 mm.		
	Outer garments:		
60.05-1090	Outer garments, knitted or crocheted, not elastic nor rubberized (other)	60% + IL. 45·00 per kilo plus surcharge levy of IL. 0·80 for every IL. 3·50 of value	15%
60.06-3030	Elastic garments (other)		
60.06-4010	Rubberized garments		
61.01-9990	Men's and boys' outer garments (other)		
61.02-9900	Women's, girls' and infants' outer garments other		
62.01-2000	Woollen blankets	IL. 6.00 per sq. metre	25%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Import regulations

THE ISRAELI Official Gazette, *Kovetz Hatakanot*, No. 2340 of January 23 has published an order in respect of cotton sewing thread and regulations regarding the use of weed killers.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel: 01-248 5757, Ext. 420).

TANZANIA

Import licensing regulations

IN A NOTICE published in the *Board of Trade Journal* on February 14, 1969 (page 488) reference was made to import licensing requirements in Tanzania. Details of these regulations are as follows:

Government Notice No. 16, Open General Licence, 1968 (Amendment) Notice, 1969, published in the United Republic of Tanzania *Gazette* dated January 24, amends, with effect from that date, the Open General Licence, 1968, Second and Fourth Schedules, including goods of United Kingdom origin, for which specific import licences are required published in the *Board of Trade Journal* dated August 16, 1968 (pages 514-515). In this notice under the heading 'Explanatory Notes', a list of items was published, for which applications to import should be submitted to the State Trading Corporation, PO Box 883, Dar es Salaam, and not direct to the office of the Imports Controller. This list should now be known as the Second Schedule and is amended as follows:

Second Schedule

(i) By inserting immediately below item 40.11 C (1) the following new item:
44.15 Hardboard.

(ii) By inserting immediately below item 73.21 B the following new item:
82.01 Hand tools, e.g., spades, shovels, hoes (jembes), forks and rakes, axes, bill hooks and similar hewing tools, scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry; and

(iii) By inserting immediately below item 84.20 the following new item:
84.24 Animal drawn ploughs, parts and accessories thereof.

Fourth Schedule

(i) By inserting immediately below item 42.02 the following new item:
44.15 Hardboard.

(ii) By deleting item 82.01 and substituting therefor the following:
82.01 Hand tools, e.g., spades, shovels, hoes (jembes), forks and rakes, axes, bill hooks and similar hewing tools, scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry; and

(iii) By inserting immediately below item 83.13 the following new item:
84.24 Animal drawn ploughs, parts and accessories thereof.

All inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 473).

ZAMBIA

Suspension of duty

THE ZAMBIA Customs and Excise (Suspension) (Amendment) Regulations, 1969, amend the Schedule to the Customs and Excise (Suspension) Regulations 1966 with effect from January 30, by the deletion of the following item:

Item	Goods	Effective rate
		Duty
Ex 251 (d)	Wholly or mainly of leather	5%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Imports via Dar es Salaam: market pointer

THE ZAMBIAN MINISTRY of Trade, Industry and Mines has now added many further items to the list of imports which are compulsorily routed via Dar es Salaam. This routing policy effectively prevents imports of goods in those categories being imported into Zambia from South Africa and Rhodesia. The market created for other exporters by this progressive stoppage of imports from the South is an important one and is estimated, in the case of the latest list, to be worth over £6 million. Items of interest to British manufacturers in this list include materials, and products of these materials, as follows:

Wire; canvas; steel sheet; iron and steel pipes; steel tube; bolts, nuts and rivets; furniture; printed matter.

Details of this list and of the size of the market for goods in these categories is available from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 204).

As some British manufacturers have in the past not supplied the Zambian market direct but through their manufacturing subsidiaries in South Africa, they are recommended to find out to what extent their franchises need revising. Imports from South Africa of the goods listed will very soon dry up, and importers are now looking urgently for alternative sources of supply. British manufacturers are recommended to visit the market if they can, or ensure that their agents are aware of their ability to supply the market direct.

Customs tariff changes

THE CUSTOMS AND EXCISE (AMENDMENT) ACT, 1969, published in the *Zambia Gazette* of January 30, amends from that date, the First Schedule to the Zambia Customs Tariff. The items affected and the new rates of duty are as follows:

First Schedule

Item	Goods	Duty
6	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Peanut butter . . . . . *ad val.*	30%
8	By the repeal of the item and by the substitution therefor of the following item:	
	8. Cheese, including tinned and processed cheese . *ad val.*	15%
14	By the deletion of sub-item (1) and by the substitution therefor of the following sub-item:	
	(1) Confectionery, plain or fancy of all kinds, compounded, made or preserved with sugar, sweetened chocolate, n.e.e., sweetmeats, crystallized fruits, candied or preserved ginger and chow-chow . . . . *ad val.*	50%
14	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Chocolate specially prepared for drinking, and cocoa, sweetened . . . . . *ad val.*	30%
18	By the repeal of the item and by the substitution therefor of the following item:	
	18 Extracts and essences of all kinds for food or flavouring, n.e.e., not including patent or proprietary tonic foods *ad val.*	30%
19	By the repeal of the item and by the substitution therefor of the the following item:	
	19 Fish:	
	(a) Fry and ova	Free
	(b) Fresh, frozen, chilled, dried, cured, salted or otherwise, prepared, n.e.e.	Free
	(c) Caviare, lax, anchovies, potted or tinned . *ad val.*	50%
	(d) Other, including fish pastes, potted, tinned, or bottled	
21	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Cornflour, patent or proprietary farinaceous and cereal foods, including oatmeal and rolled oats . . . *ad val.*	15%
22	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Bottled, tinned or otherwise preserved, except crystallized fruits; but including pulp and candied peel . *ad val.*	30%
22	By the deletion of sub-item (c) and by the substitution therefor of the following sub-item:	
	(c) Dried, of all kinds, not including nuts . . . *ad val.*	30%
23	By the deletion of sub-item (a) and by the substitution therefor of the following sub-item:	
	(a) Not in bulk . . . . . *ad val.*	30%
27	By the repeal of the item and by the substitution therefor of the following item:	
	27 (1) Jams and honey . . . . . *ad val.*	30%
	(2) Pudding and cake powders; jelly powders and squares *ad val.*	30%
29	By the repeal of the item and by the substitution therefor of the following item:	
	29 Macaroni, spaghetti, vermicelli, noodles and similar preparations . . . . . *ad val.*	30%
30	By the deletion of sub-item (a) and by the substitution therefor of the following sub-item:	
	(a) Soups . . . . . *ad val.*	30%
30	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Bacon and ham . . . . . *ad val.*	30%
30	By the deletion of sub-item (d) and by the substitution therefor of the following sub-item:	
	(d) All other, including tinned meats . . . *ad val.*	30%
31	By the repeal of the item and by the substitution therefor of the following item:	
	31 Meat pastes, potted or tinned . . . . *ad val.*	30%
33	By the deletion of sub-item (1) and by the substitution therefor of the following sub-item:	
	(1) Nuts, edible, sweetened or unsweetened, including dessicated coconut . . . . . *ad val.*	30%
36	By the repeal of the item and by the substitution therefor of the following item:	
	36 Pickles, sauces, chutneys and other condiments, n.e.e. *ad val.*	30%
38	By the deletion of sub-item (1) and by the substitution therefor of the following sub-item:	
	(1) Rennett, n.e.e. . . . . *ad val.*	15%
38	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Junket powder or tablets . . . . . *ad val.*	15%
41	By the repeal of the item and by the substitution therefor of the following item:	
	41 Spices . . . . . *ad val.*	30%
42	By the repeal of the item and by the substitution therefor of the following item:	
	42 Starch . . . . . *ad val.*	15%
43	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Golden and maple syrup, and treacle . . . *ad val.*	30%
44	By the deletion of sub-item (1) and by the substitution therefor of the following sub-item:	
	(1) Tapioca, sago and arrowroot . . . . . *ad val.*	30%
46	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Tinned or otherwise preserved, including grains, fruits and and pulses preserved as vegetables . . . *ad val.*	15%
47	By the repeal of the item and by the substitution therefor of the following item:	
	47 Vinegar, not being essence of vinegar and not exceeding 8% by weight of acetic acid . . . . . *ad val.*	30%
48	By the deletion of sub-item (1) and by the substitution therefor of the following sub-items:	
	(1) Ale, beer and stout, all kinds, n.e.e., of strength exceeding 3% of proof spirit . . . . . per imp. gal.	K1·96
48	By the deletion of sub-item (2) and by the substitution therefor of the following sub-items:	
	(2) Cider and perry, all kinds, of strength exceeding 3% of proof spirit . . . . . per imp. gal.	K0·30
49	By the repeal of the items and by the substitution therefor of the following items:	
	49 Beverages, not exceeding 3% of proof spirit:	
	(a) Fruit juices, cordials and syrups, unsweetened lime juice, full pulp, settled or filtered, not being further processed than by the addition of preservative *ad val.*	30%
	(b) Other kinds, n.e.e. . . . . *ad val.*	30%
50	By the deletion of sub-item (a) and by the substitution therefor of the following sub-item:	
	(a) (i) Liquers, cordials and mixed potable spirits (except bitters) exceeding 3% of proof spirit per imp prf. gal.	K15·45
	(ii) Bitters . . . . . per imp. prf. gal.	K5·50
50	By the deletion of sub-item (b) and by the substitution therefor of the following sub-items:	
	(b) Other spirituous liquors, exceeding 3% proof spirit, n.e.e.:	
	(i) Brandy . . . . . per imp. prf. gal.	K25·30
	(ii) Gin . . . . . per imp. prf. gal.	K25·30
	(iii) Whisky . . . . . per imp. prf. gal.	K24·20
	(iv) Vodka . . . . . per imp. prf. gal.	K25·30
	(v) Other . . . . . per imp. prf. gal.	K16·40
50	By the deletion of sub-item (d) and by the substitution therefor of the following sub-item:	
	(d) Rum . . . . . per imp. prf. gal.	K24·30
51	By the repeal of the item and by the substitution therefor of the following item:	
	51 Waters; mineral, aerated or table, including medicinal *ad val.*	30%
52	By the repeal of the item and by the substitution therefor of the following item:	
	52 Wines :	
	(a) Still wines, not exceeding 25% of proof spirit per imp. gal.	K1·55
	(b) Still wines, exceeding 25% of proof spirit , but not exceeding 50% . . . . per imp. gal.	K2·00
	(c) Sparkling wines . . . . per imp. gal	K5·00
53	By the repeal of the item and by the substitution therefor of the following item:	
	53 Cigars and cigarillos . . . . . per lb.	K3·00
	and in addition *ad val.*	30%
54	By the repeal of the item and by the substitution therefor of the following item:	
	54 Cigarettes . . . . . per lb.	K2·00
	and in addition *ad val.*	3 %
57	By the repeal of the item and by the substitution therefor of the following item:	
	57 Tobacco, manufactured:	
	(a) Cigarette . . . . . per lb.	K1·50
	(b) Other, n.e.e. . . . . per lb.	K0·75
65	By the deletion of sub-item (1) and by the substitution therefor of the following sub-item:	
	(1) Ready-made jackets and sports coats for men and boys; and lumber jackets (not knitted or crocheted) and blazers; being second-hand . . . . . *ad val.*	20%
	and in addition per garment	K0·10
82	By the repeal of the item and by the substitution therefor of the followiing item:	
	82 (1) Airships, aeroplanes and other aircraft, including parts thereof, and flight simulators for air-crew training:	
	(a) For use by commercial airlines	Free
	(b) Other, n.e.e. . . . . *ad val.*	30%
	(2) Machines specially designed for starting aircraft engines	Free
84	By the repeal of the item and by the substitution therefor of the following item:	
	84 Baths and sinks, metal; and bath, sink and lavatory plugs, washers, wastes and overflows . . . . *ad val.*	15%
86	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Motor cycles, not being motor vehicles equipped with reverse gear; and sidecars:	
	(i) Motor cycles and sidecars . . . . *ab. val.*	30%
	(ii) Chassis for motor tricycles and sidecars (for conversion into vehicles with bodies built in Zambia) and component parts, including tyres and tubes, to be used in the construction of such chassis: in accordance with rules made by the Controller *ad val.*	30%
	(iii) Parts and spare parts and accessories, n.e.e. *ad val.*	30%
86	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Trailers for bicycles or motor cycles . . . . *ad val.*	30%
90	By the repeal of the item and by the substitution therefor of the following item:	
	90 Buckets: household, sanitary, builders' and similar types *ad val.*	15%
93	By the deletion of sub-item (1) and by the substitution therefor of the following sub-item:	
	(1) Caravans, carriages, coaches, carts and wagons, n.e.e.:	
	(a) Two-wheeled scotch carts and spare parts therefor	Free
	(b) Other complete vehicles . . . . . *ad val.*	30%
	(c) Parts and spare parts and accessories, n.e.e. *ad val.*	30%
93	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Store trucks and wheeled vehicles, n.e.e. . *ad val.*	15%
94	By the deletion of sub-item (1) and by the substitution therefor of the following sub-item:	
	(1) Cash registers . . . . . *ad val.*	15%
94	By the deletion of sub-item (3) and by the substitution therefor of the following sub-item:	
	(3) Other calculating, data processing, statistical or accounting machines, including book-keeping machines, totalisers and typewriters incorporating a calculating device *ad val.*	15%
98	By the repeal of the item and by the substitution therefor of the following item:	
	98 Crown corks and other stoppers of metal or other material, used alone or in combination with cork or other substances, as stoppers for bottles and jars, common:	
	(a) Crown corks . . . . . per gross	K0·05
	(b) Other, including capsules of metal or substitutes therefor	Free
99	By the repeal of the item and by the substitution therefor of the following item:	
	99 Cutlery (including spoons and forks), not gold or silver, not gold plated . . . . . *ad val.*	30%
102	By the repeal of the item and by the substitution therefor of the following item:	
	102 Enamelware and holloware, metal, n.e.e.:	
	(a) Basins, bowls, plates and saucers . . *ad val.* or each	30% K0·10 whichever duty shall be the greater

(Continued on next page)

ZAMBIA, *continued*

Item	Goods	Duty
	(b) Mugs and cups . . . . . *ad val.* or each	30% K0·07 whichever duty shall be the greater
	(c) Other . . . . . *ad val.*	30%
103	By the deletion of paragraph (b) of sub-item (1) and by the substitution therefor of the following paragraph: (b) Engines specially designed for attachment to pedal cycles *ad val.*	15%
103	By the deletion of paragraph (c) of sub-item (1) and by the substitution therefor of the following paragraph: (c) Other engines, imported separately . . . . *ad val.*	15%
107	By the deletion of sub-item (3) and by the substitution therefor of the following sub-item: (3) Air conditioning machinery, n.e.e., and air distributors, inlets and outlets used in connection therewith, including ventilating fans . . . . . *ad val.*	30%
108	By the repeal of the item and by the substitution therefor of the following item: 108 Firearms: (a) Guns and rifles, including barrels therefor single . . . . . per barrel	K4·00
	and in addition *ad val.*	30%
	(b) Guns and rifles, including barrels therefor, double or other . . . . . per barrel	K3·00
	and in addition *ad val.*	30%
	(c) Revolvers and pistols, including barrels therefor . . . . . each	K2·00
	and in addition *ad val.*	30%
	(d) Gun and rifle furniture . . . . . *ad val.*	30%
	(e) Humane animal killers	Free
113	By the repeal of the item and by the substitution therefor of the following item: 113 Hardware, including domestic kitchenware and appliances, n.e.e. . . . . *ad val.*	30%
115	By the repeal of the item and by the substitution therefor of the following itme: 115 Lamp bulbs and tubes, electric . . . . *ad val.*	30%
116	By the deletion of sub-item (a) and by the substitution therefor of the following sub-item: (a) Lampshades and reflectors, including glass chimneys for oil lamps, n.e.e. . . . . *ad val.*	30%
116	By the deletion of sub-item (c) and by the substitution therefor of the following sub-item: (c) Electric hand lamps and torches . . . . *ad val.*	30%
116	By the deletion of sub-item (e) and by the substitution therefor of the following sub-item: (e) Other, n.e.e., including brackets and fittings, but not parts of motor vehicles or cycles . . . . . *ad val.*	30%
117	By the repeal of the item and by the substitution therefor of the following item: 117 (1) Lifts and escalators, including the gates and doors; and garage hoists . . . . . *ad val.*	15%
	(2) Lifting jacks . . . . . *ad val.*	15%
118	By the deletion of paragraph (ii) of sub-items (a) and by the substitution therefor of the following paragraph: (ii) Mowers, not being agricultural machines, and garden rollers . . . . . *ad val.*	50%
119	By the deletion of paragraph (b) of sub-item (2) and by the substitution therefor of the following paragraph: (b) Electrical domestic appliances, including vacuum cleaners, floor polishers and food mixers . . . . *ad val.*	50%
119	By the deletion of paragraph (c) of sub-item (2) and by the substitution therefor of the following paragraph: (c) Other . . . . . *ad val.*	30%
119	By the deletion of paragraph (a) of sub-item (3) and by the substitution therefor of the following paragraph: (a) Dry primary . . . . . *ad val.*	30%
119	By the deletion of sub-paragraph (i) of paragraph (b) of sub-item (3) and by the substitution therefor of the following sub-paragraph: (i) Accumulator type, six or twelve volt, of a type suitable for motor vehicles (other than motor cycles) or for wireless broadcast receiving sets . . . . *ad val.*	30%
129	By the deletion of sub-paragraph (i) of paragraph (a) and by the substitution therefor of the following sub-paragraph: (i) Motor cars, including coup-imps, station wagons, safari vans, general purpose vahicles and motor caravans: (A) Of a value for duty purposes not exceeding K800.00 each . . . . . *ad val.*	A rate per centum calculated by adding 20 to the product of the figure representing the value for duty purposes expressed in Kwacha, multiplied by ·010
	(B) Other . . . . . *ad val.*	A rate per centum calculated by adding 30 to the product of the figure representing the value for duty purposes expressed in Kwacha, multiplied by ·020
129	By the deletion of sub-item (d) and by the substitution therefor of the following sub-item: (d) Parts and spare parts and accessories, n.e.e. . . *ad val.*	30%
132	By the repeal of the item and by the substitution therefor of the following item: 132 Perambulators and baby carts . . . . *ad val.*	15%
136	By the repeal of the item and by the substitution therefor of the following item: 136 (1) Pumps and elevators for liquids and semi-liquids, excluding sprayers and sprinklers; gravity or pressure storage tanks, bottling machines, parts of motor vehicles or internal combustion engines: (a) Pumps, water; water pumping apparatus, n.e.e.	Free
	(b) Pumps of the type used for the retail delivery of petrol in garages and filling stations *ad val.*	15%
	(c) Pumps incorporating price calculating mechanisms or other apparatus, designed for the retail sale of liquids, n.e.e.; domestic paraffin pumps, pistols, guns or cans, oil or grease, manually or air operated . . . . . *ad val.*	30%
	(d) Pumps, other, industrial, n.e.e., and liquid elevators of bucket screw and similar types	Free
	(2) Pumps, compressors, fans and blowers, air or gas; vacuum pumps; free piston generators for gas turbines; excluding storage or vacuum tanks, domestic vacuum cleaners, agricultural machinery, motor vehicle or internal combustion engine parts: (a) Hair driers; electric fans, portable, ceiling, table or wall bracket, but not including ring mounted fans for building into walls and windows *ad val.*	30%
	(b) Tyre inflation pumps, manually operated *ad val.*	15%
	(c) Blowers, fans, compressors, generators and pumps, other, industrial, n.e.e., excluding compressors for refrigeration	Free
	(3) Motor vehicle servicing equipment, including oil, grease or air dispensers, washing outfits and similar articles, n.e.e. *ad val.*	15%
139	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item: (b) Refrigerators, including cabinet refrigerators *ad val.*	30%
139	By the deletion of sub-item (c) and by the substitution therefor of the following sub-item: (c) Refrigerated counters, display cabinets and icemaking machines, n.e.e. . . . . *ad val.*	15%
140	By the repeal of the item and by the substitution therefor of the of the following item: 140 (1) Sewing and knitting machines, spinning wheels and weaving looms and accessories therefor: not being industrial machinery . . . *ad val.*	15%
	(2) Sewing and knitting machine needles, all imported separately . . . . . *ad val.*	15%
143	By the deletion of paragraph (b) of sub-item (1) and by the substitution therefor of the following paragraph: (b) Other, n.e.e. . . . . *ad val.*	30%
143	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item: (2) Electrical cooking and heating appliances, including kettles and irons, not industrial . . . . . *ad val.*	30%
143	By the deletion of sub-item (3) and by the substitution therefor of the following sub-item: (3) Washing and ironing machines including wringers, not industrial . . . . . *ad val.*	50%
149	By the deletion of paragraph (b) of sub-item (1) and by the substitution therefor of the following paragraph: (b) Other . . . . . *ad val.*	15%
149	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item: (2) Duplicating and addressing machines, not industrial *ad val.*	15%
149	By the deletion of sub-item (3) and by the substitution therefor of the following sub-item: (3) Numbering, perforating, stapling and similar office machines, including rubber and other hand stamps; not industrial *ad val.*	15%
151	By the deletion of sub-item (3) and by the substitution therefor of the following sub-item: (3) Other weighing machines, including scales and balances: not being laboratory instruments, or industrial appliances elsewhere provided for . . . . . *ad val.*	15%
154	By the deletion of sub-paragraph (i) of paragraph (b) and by the substitution therefor of the following sub-paragraph: (i) Broadcast receivers, radio gramophones, record players, amplifiers and car radios: of a value for duty purposes not exceeding K20.00 each . . . . . *ad val.*	15%
154	By the deletion of sub-paragraph (ii) of paragraph (b) and by the substitution therefor of the following sub-paragraph: (ii) Other . . . . . *ad val.*	50%
154	By the deletion of sub-item (c) and by the substitution therefor of the following sub-item: (c) Other, and parts and accessories, n.e.e. . . . *ad val.*	30%
162	By the deletion of paragraph (b) of sub-item (2) and by the substitution therefor of the following paragraph: (b) Not in bulk: all kinds . . . . . *ad val.*	15%
167	By the repeal of the item and by the substitution therefor of the following item: 167 Sanitary and lavatory articles of earthenware, porcelainware, stoneware, concrete, terrazzo, plastic and similar synthetic materials, being fixtures and fittings . . . . *ad val.*	15%
171	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item: (b) Polished plate or float glass . . . . *ad val.*	15%
171	By the deletion of paragraph (ii) of sub-item (e) and by the substitution therefor of the following paragraph: (ii) Other . . . . . *ad val.*	15%
172	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item: (b) Tableware, household utensils and ornaments: (i) Glass . . . . . *ad val.*	30%
	(ii) Chinaware and porcelainware . . . . *ad val.*	30%
	(iii) Earthenware and stoneware: (A) Cups and saucers: (I) Plain white, not being painted, coloured, tinted, stained, enamelled, gilded, printed or similarly decorated or patterned *ad val.*	30%
	(II) Cups, other . . . . . *ad val.*	30%
	and in addition per cup	K0·02
	(III) Saucers, other . . . . . *ad val.*	30%
	and in addition per saucer	K0·01
	(B) Other . . . . . *ad val.*	30%
	(iv) Plastic . . . . . *ad val.*	30%
172	By the deletion of sub-item (c) and by the substitution therefor of the following sub-item: (c) Other glassware, chinaware, porcelainware, earthenware and stoneware . . . . . *ad val.*	30%
178	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item: (b) Other, including tombstones . . . . *ad val.*	15%
183	By the repeal of the item and by the substitution therefor of the following item: 183 Slates for roofing, n.e.e. . . . . *ad val.*	15%
186	By the repeal of the item and by the substitution therefor of the following item: 186 Tiles, n.e.e.: glass, porcelain, china, earthenware, stoneware, and cement, and similar tiles of substitute materials *ad val.*	15%

Item	Goods	Duty
189	By the repeal of the item and by the substitution therefor of the following item:	
	189 Antifriction and lubricating grease . . *ad val.*	15%
190	By the repeal of the item and by the substitution therefor of the following item:	
	190 Candles . . . . . *ad val.*	30%
199	By the repeal of the item and by the substitution therefor of the following item:	
	199 Oils, lubricating . . . . . *ad val.*	15%
204	By the repeal of the item and by the substitution therefor of the following item:	
	204 Polishes, floor, furniture, leather, metal and similar polishes and dressings, including blacking and shoe dressings but not french polish . . . . . *ad val.*	30%
206	By the repeal of the item and by the substitution therefor of the following item:	
	206 Soaps of all kinds and substitutes therefor, including synthetic detergents and scouring powders:	
	(a) Toilet soap in tablet form containing more than 62% of fatty acid . . . . . *ad val.* or per lb.	30% K1·25 whichever duty shall be the greater
	(b) Other . . . . . *ad val.* or per 100 lb.	30% K1·25 whichever duty shall be the greater
	(b) Other . . . . . *ad val.* or per 100 lb.	30% K1·25 whichever duty shall be the greater
209	By the repeal of the item and by the substitution therefor of the following item:	
	209 Varnish, japans and lacquers, clear; varnish stains; french polish; Brunswick or Berlin black and similar black varnishes; terebine, liquid driers, liquid size, patent knotting and gasket shellac . . . . *ad val.*	15%
210	By the deletion of sub-item (b) and by the substitution therefor of the following sub-items:	
	(b) Not in bulk . . . . . *ad val.*	15%
222	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Sparklet bulbs . . . . . *ad val.*	30%
223	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Other . . . . . *ad val.*	15%
239	By the repeal of the item and by the substitution therefor of the following item:	
	239 Perfumes containing more than 2% of alcohol by volume at a temperature of 51°F. . . . . *ad val.* and in addition per imp. gal.	50% K6·00
243	By the repeal of the item and by the substitution therefor of the following item:	
	243 Shock absorbers fluid, brake fluid and hydraulic fluid, n.e.e. *ad val.*	15%
249	By the repeal of the item and by the substitution therefor of the following item:	
	249 Tooth powders, tooth pastes and tooth washes *ad val.*	15%
251	By the repeal of the item and by the substitution therefor of the following item:	
	251 Footwear:	
	(a) Rubber-soled: with rubber uppers . . . *ad val.*	15%
	(b) Canvas, of the tennis, gymnasium, hockey or basket-ball type . . . . . *ad val.*	15%
	(c) Surgical	Free
	(d) Wholly or mainly of leather . . . . *ad val.*	15%
	(e) Wholly or mainly of plastic excluding plastic coated textile material:	
	(i) Infants' shoes, not over children's size 4 .	Free
	(ii) . . . . . *ad val.* or per pair	15% K0·25 whichever duty shall be the greater
	(f) All other footwear, n.e.e., including slippers *ad val.*	15%
	(g) (i) Soles, tips and heels	Free
	(ii) Prepared parts of footwear, n.e.e., not including insoles, buckles, buttons, eyelets or laces	Free
252	By the repeal of the item and by the substituion therefor of the following item:	
	252 Harness and saddlery . . . . . *ad val.*	15%
253	By the deletion of sub-item (a) and by the substitution therefor of the following sub-item:	
	(a) Plastic garden hose of an external diameter not exceeding 1¼ inches . . . . . *ad val.*	30%
257	By the repeal of the item and by the substitution therefor of the following item:	
	257 Leatherwork, n.e.e., including leggings, belts, straps, ladies' handbags, travelling and sports cases and bags of all types, wallets, purses and similar goods; of leather or of substitutes therefor . . . . . *ad val.*	30%
259	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Rubber manufactures, n.e.e. . . . . *ad val.*	15%
264	By the repeal of the item and by the substitution therefor of the following item:	
	264 Brushware, including mops and feather dusters, not being parts of machinery and not being gold or silver mounted, or gold or silver plated . . . . . *ad val.*	15%
265	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Manufactures of, not being furniture . . . *ad val.*	15%
270	By the deletion of sub-item (a) and by the substitution therefor of the following sub-item:	
	(a) Broom and similar . . . . . *ad val.*	15%
272	By the repeal of the item and by the substitution therefor of the folllwing item:	
	272 Joinery, wooden, being framework of buildings, windows and door frames, sills, sashes and lintels, windows and doors and staircases . . . . . *ad val.*	15%
273	By the repeal of the item and by the substitution therefor of the following item:	
	273 Plywood, blockboard, chipboard (not being paperboard), veneers, pulpboard, hardboard and all similar building boards:	
	(a) Plywood . . . . . *ad val.*	15%
	(b) Blockboard, lumberboard, laminboard and batten board . . . . . *ad val.*	15%
	(c) Chipboard . . . . . *ad val.*	15%
	(d) Veneers . . . . . *ad val.*	15%
	(e) Other, n.e.e. . . . . *ad val.*	15%
274	By the repeal of the item and by the substitution therefor of the following item:	
	274 Saddle trees, and saddlery and harness furniture *ad val.*	15%
275	By the repeal of the item and by the substitution therefor of the following item:	
	275 Shingles . . . . . *ad val.*	15%
279	By the deletion of sub-item (b) and by the substitution therefor following sub-item:	
	(b) Machined: in the length, n.e.e., and parquet blocks *ad val.*	15%
285	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Paper or cardboard cups, jars and discs: plain or printed *ad val.*	30%
288	By the repeal of the item and by the substitution therefor of the following item:	
	288 Cards, playing . . . . . *ad val.*	50%
291	By the repeal of the item and by the substitution therefor of the following item:	
	291 Inks and ink powders, n.e.e. . . . . *ad val.*	15%
295	By the deletion of sub-item (4) and by the substitution therefor of the following sub-item:	
	(4) Wrapping paper weighing not less than 5⅜ lb. not more than 45 lb. per 1,000 square feet, including browns, casings, sealings, nature or ochre-browns, sulphites, krafts, waxed and bag papers, but excluding cellulose and grease-proof papers; bituminized and similar papers; whether or not printed, ruled, lithographed or embossed *ad val.*	15%
295	By the deletion of sub-item (5) and by the substitution therefor of the following sub-item:	
	(5) Wrappers, plain, cut to size or fashioned for packing goods *ad val.*	15%
295	By the deletion of sub-item (6) and by the substitution therefor of the following sub-item:	
	(6) Sanitary and toilet paper and tissues . . . *ad val.*	15%
295	By the deletion of sub-item (8) and by the substitution therefor of the following sub-item:	
	(8) Carbon, tracing, wall and plain blotting paper; and other paper, n.e.e. . . . . *ad val.*	15%
296	By the deletion of paragraph (a) of sub-item (1) and by the substitution therefor of the following paragraph:	
	(a) Picture postcards; Christmas cards, birthday, New Year and other cards; calendars, calendar pads, calendar mounts and almanacs: not being advertising matter *ad val.*	30%
296	By the deletion of sub-paragraph (i) of paragraph (c) of sub-item (1) and by the substitution therefor of the following sub-paragraph:	
	(i) Tickets, flat or in rolls . . . . . *ad val.*	15%
296	By the deletion of sub-paragraph (ii) of paragraph (c) of sub-item (1) and by the substitution therefor of the following sub-paragraph:	
	(ii) Tags, labels and seals, printed . . . . *ad val.*	15%
296	By the deletion of paragraph (d) of sub-item (1) and by the substitution therefor of the following paragraph:	
	(d) Wrappers, printed, cut to size or fashioned for packing goods *ad val.*	15%
296	By the deletion of paragraph (h) of sub-item (1) and by the substitution therefor of the following paragraph:	
	(h) Other, n.e.e. . . . . *ad val.*	15%
296	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Stencil sheets, duplicating . . . . . *ad val.*	15%
297	By the repeal of the item and by the substitution therefor of the following item:	
	297 Stationery, n.e.e.:	
	(a) Loose-leaf covers and binders. . . . *ad val.*	15%
	(b) Letter or document files, in book or folder form *ad val.*	15%
	(c) (i) Pens and pencils . . . . . *ad val.*	15%
	(ii) Tie-on labels or tags: paper or paper-board, plain . . . . . *ad val.*	15%
	(iii) Other tags, labels and seals, plain . *ad val.*	15%
	(iv) Other, n.e.e. . . . . *ad val.*	15%
299	By the repeal of the item and by the substitution therefor of the following item:	
	299 Beads . . . . . *ad val.*	30%
300	By the repeal of the item and by the substitution therefor of the following item:	
	300 (1) Clocks and parts thereof . . . . *ad val.*	30%
	(2) Watches:	
	(a) Braille	Free
	(b) Other . . . . . *ad val.*	30%
	(c) Parts and spare parts . . . . *ad val.*	30%
302	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Other . . . . . *ad val.*	50%
303	By the repeal of the item and by the substitution therefor of the following item:	
	303 (1) Gramophones, sound reproducing machines and sound recording machines, n.e.e., and parts and accessories therefor n.e.e. . . . . *ad val.*	30%
	(2) Gramophone records, including discs, cylinders, wires and tapes and similar recording media:	
	(a) Scientific, educational or cultural, under such conditions as the Controller may determine .	Free
	(b) Other . . . . . *ad val.*	30%
	(3) Gramophone needles . . . . . *ad val.*	30%
304	By the repeal of the item and by the substitution therefor of the following item:	
	304. Jewellery, including imitation jewellery, and rolled gold, enamel or gilt jewellery; precious stones and pearls and imitations thereof, cut or polished, and whether mounted or unmounted; completed portions or parts of any article of jewellery, imitation or otherwise; ornamental hatpins, ornamental hairpins, and ornamental buckles; bangles, necklaces, girdles, muff chains, clasps and similar articles of adornment:	
	(a) Mayors' chains and civic maces imported by or for presentation to any municipal authority . . .	Free

(Continued on next page)

ZAMBIA, *continued*

Item	Goods	Duty
	(b) Other:	
	(i) Set with or containing precious stones; and pearls *ad val.*	50%
	(ii) Other *ad val.*	30%
305	By the repeal of the item and by the substitution therefor of the following item:	
	305. Musical instruments, n.e.e. *ad val.*	30%
307	By the repeal of the item and by the substitution therefor of the following item:	
	307. Sporting and athletic goods, that is, articles, n.e.e., used for outdoor or indoor games; toys; and fishing appliances, not industrial *ad val.*	30%
308	By the repeal of the item and by the substitution therefor of the following item:	
	308. Tobacconists' wares, not being gold or silver or gold or silver mounted or gold or silver plated, including pipes, pouches, pipe covers, pipe stands, pipe cases, smokers' cabinets, cigar and cigarette holders, match boxes, tobacco jars, cigar and cigarette cases, ash trays, cigar and cigarette lighters *ad val.*	30%
310	By the deletion of sub-item (b) and by the substitution therefor of the following sub-item:	
	(b) Cartridges	50%
310	By the deletion of sub-item (c) and by the substitution therefor of the following sub-item:	
	(c) Percussion caps and empty cartridge cases. *ad val.*	50%
310	By the deletion of paragraph (ii) of sub-item (d) and by the substitution therefor of the following paragraph:	
	(ii) Other *ad val.*	50%
310	By the deletion of sub-item (f) and by the substitution therefor of the following sub-item:	
	(f) Gunpowder and other explosives suitable for use in firearms *ad val.*	50%
310	By the deletion of sub-item (g) and by the substitution therefor of the following sub-item:	
	(g) Shot, bullets and slugs *ad val.*	50%
315	By the repeal of the item and by the substitution therefor of the following item:	
	315. Cinematograph projects, epidiascopes and magic-lanterns *ad val.*	30%
319	By the deletion of sub-items (a) and by the substitutions therefor of the following sub-items:	
	(a) Blank films, cinematograph and television, known as raw films or stock:	
	(i) Of a width not exceeding 16 mm. *ad val.*	30%
	(ii) Other, in lengths of less than 100 ft. *ad val.*	30%
	(iii) Other, n.e.e.	FREE
319	By the deletion of sub-item (e) and by the substitution therefor of the following sub-item:	
	(e) Film strips and lantern slides, other *ad val.*	30%
320	By the repeal of the item and by the substitution therefor of the following item:	
	320. (1) Field-glasses, binoculars, opera-glasses and telescopes, n.e.e. *ad val.*	30%
	(2) Spectacles, including sunglasses, not for sight correction, and frames and lenses therefor *ad val.*	30%
324	By the repeal of the item and by the substitution therefor of the following item:	
	324. Photographic apparatus and material, n.e.e., not including lithographic process cameras *ad val.*	30%
330	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Boats and launches, n.e.e. *ad val.*	50%
331	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item:	
	(2) Goods, wares and merchandise, n.e.e. *ad val.*	30%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

MALAWI

Customs tariff amendment

MALAWI GOVERNMENT Notice No. 24 amends the Customs Tariff with effect from January 31, 1969, to the following extent:

Part III – Customs duties

By the deletion of all material in Columns 1 to 6 inclusive in respect of sub-heading 101.05 and the substitution therefor of the following:

B.T.N. No. 1	Nomenclature 2	Effective Rate 3	4	5	6
101.05	Goods which, in terms of an agreement between the Government and any other Government, organization, institution, body or person are required to be admitted into Malawi free of Customs Duty	—	Free	Free	Free

(Britain pays column 6 rate of duty).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

NIGERIA

Customs tariff changes

THE FIRST SCHEDULE to the Nigerian Customs Tariff was amended by the Customs Tariff (Duties and Exemptions) Order, 1969, as below which became effective from January 22, 1969:

Schedule 1. Import duties

Tariff No.	Tariff Description	Extent of Amendment
51.01/03	Yarn of man-made fibres (continuous) monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials: A (3)	In paragraph A (3), in the column 'Fiscal Entry' *delete* the rate of duty and *substitute* the following: 'the lb. (net thread weight) £0 0s. 6d.'
55.05/06	Cotton yarn: A (3)	In paragraph A (3), in the column 'Fiscal Entry' *delete* the rate of duty and *substitute* the following 'the lb. (net thread weight) £0 0s. 6d.'
56.01/04	Man-made fibres (discontinuous) and waste (including yarn waste and pulled or garnetted rags) of man-made fibres (continuous or discontinuous), whether or not carded or combed or otherwise prepared for spinning; continuous filament tow	*Delete* the entries under the column 'Rate of Duty' and, as items A nd B of that Tariff Description, *insert* the following items and rates of duty applicable thereto, that is:

Tariff Description	Rate of Duty: Fiscal Entry	Rate of Duty: Full
'A. Imported for blending with local cotton by a manufacturer approved in that behalf by the Commissioner.	the lb. (net weight) £0 0s. 4d.	Free
B. Other	33⅓%	Free'

56.05/06	Yarn of man-made fibres (discontinuous or waste): A (3) — In paragraph A (3), in the column 'Fiscal Entry', *delete* the rate of duty and *substitute* the following: 'the lb. (net thread weight) £0 0s. 6d.'

Note:

This Order has the following effects:

1. It introduces a concessionary rate of 4d. in the pound net weight for man-made fibres imported for blending with local cotton by approved manufacturers.
2. It increases the rate of duty on cotton and synthetic yarns imported by approved manufacturers from 4d. to 6d. in the pound net thread weight.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Introduction of the metric system

THE FIRST legislative step towards introduction of the metric system of weights and measures in South Africa was taken with the publication in the *Government Gazette* No. 2266 of weights and measures regulations pertaining to the sale of general merchandise. It signifies implemenation of the metric system over a wide field of the packaging industry.

The regulations provide for indication of quantity on most packaged goods in metric units of weight or measure on or before January 1, 1970.

The present position is that the quantity must be indicated on such packs either in imperial or metric units, but from January 1, 1970, indication in metric units is compulsory. During an interim period from that date the imperial equivalent may still be used in addition to the metric indication of content.

In so far as the use of metric units of weight and measure are concerned, the regulations will only apply to manufacturers who prepack goods for the retail market.

Retailers who undertake their own packaging of merchandise will not be required to mark the content of such goods in metric units by January 1, 1970. The change to indication in metric units

will evolve gradually as and when weighing and measuring equipment is converted. The regulations also contain other important points, including the indication of number in appropriate cases and the provision for tolerances in respect of prepacked commodities.

Although the new regulations will only come into effect in January 1970 they have been framed in such a way that a trader or packer of merchandise will not act in conflict with the existing regulations should he anticipate this date by organizing his packaging and marking in accordance with the new regulations before that date.

Copies of the *Government Gazette Extraordinary* (No. 2266) containing the regulations, are obtainable from the Government Printer, Pretoria, and one is available for inspection in the Export Services Branch, Board of Trade, Hillgate House, Room E46, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455/6/7), to whom all inquiries should be addressed.

Customs tariff applications (1)

CUSTOMS TARIFF Applications List No. 484, published in the South African *Government Gazette* of January 31 contains applications to the Board of Trade and Industries for:

(1) An increase in duty on multifil yarn of polyamide material (continuous) of less than 40 denier from the existing duties to the following rates of duty:

a) Multifil yarn of less than 20 denier	15% *ad valorem* or 15% per lb. less the f.o.b. price
(b) Multifil yarn of 20 denier or more, but less than 30 denier	15% *ad valorem* or 135c. per lb. less the f.o.b. price
(c) Multifil yarn of 30 denier or more, but less than 40 denier	15% *ad valorem* or 125c. per lb. less the f.o.b. price

(2) A reduction in the duty on monofil yarn of polyamide material (continuous) of less than 60 denier from the existing duties to the following rates of duty:

(a) Monofil yarn of less than 20 denier	15% *ad valorem* or 157c. per lb. less the f.o.b. price
(b) Monofil yarn of 20 denier or more, but less than 60 denier	15% *ad valorem* or 135c. per lb. less the f.o.b. price

(3) A rebate of the duty on raw materials for the manufacture of chemicals for use in the rubber industry as follows: aniline, tertiary butylamine, dimethylamine, diphenylamine diisobutylene, morpholine, p-aminodiphenylamine, platinum sulphide.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Customs tariff application (2)

CUSTOMS TARIFF Application List No. 485, published in the South African *Government Gazette* of February 14 contains an application to the Board of Trade and Industries for increase in duty on silicon carbide abrasive powder or grain, on a base of woven fabric, of paper, of paperboard or of other materials, whether or not cut to shape or sewn or otherwise made up.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

UGANDA

Import licensing regulations

IN A NOTICE published in the *Board of Trade Journal* of February 7, 1969 (page 399) reference was made to import licensing requirements in Uganda. Details of these regulations are now available and are as follows: Statutory Instrument No. 6 of 1969, published in the Uganda *Official Gazette* of January 24, announces, with effect from that date, the External Trade (Prohibition of the Importation of Goods) (Amendment) Order, 1969. The Schedule to the External Trade (Prohibition of the Importation of Goods) Order, 1967, published in the *Board of Trade Journal* of December 15, 1967 (pages 1570-1573) and subsequently amended, is now further amended by the addition of the following items:

Schedule

List of goods produced or manufactured in any country the import of which is prohibited without an import licence.

(a) in Division 65 thereof, by inserting immediately after the expression '655 Special textile fabrics and related products' the following:
'Coated or impregnated textile fabrics and products, n.e.s.:
655 4 1 Fabrics, coated or impregnated';

(b) in Division 66 thereof, by inserting in the appropriate item code sequence the following items:
'666 Pottery.
666 4 0 Porcelain and china household ware.
666 5 0 Household ware of other ceramic materials, including hard earthenware';

(c) in Division 69 thereof, by substituting for item '691 1 1 Steel doors and windows', the following item:
'691 1 1 Doors, door and window frames (including shop fronts, casements and louvre frames) of metal';

(d) by inserting in the appropriate item code sequence the following items immediately after Division 73 thereof:
'Division 81 – Sanitary, plumbing, heating and lighting fixtures and fittings
812 2 0 Sinks, wash-basins, bidets, urinals, lavatory pans and cisterns and other sanitary and plumbing fixtures and fittings of ceramic materials (excluding baths'; and

(e) in Division 89 thereof, by substituting for item '889 2 4 Brooms and brushes, other excluding paint brushes' the following item:
'899 2 4 Brooms and brushes, other (excluding paint brushes, tooth brushes, hair brushes, eyelash, nail and lip brushes and similar brushes for personal use).'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 473).

Five senior executives of Bulgarian Ministries and trade organizations visiting Rank Xerox House, London, where the marketing and sales techniques developed by Rank Xerox were discussed. The visit was part of the first course organized by the British Institute of Marketing for marketing specialists from Eastern Europe. Pictured (left to right) are: Mr. Hranov, Electroimpex; V. Yosiffov, chief of division in Ministry of Machine Building; B. Andonov, head of Marketing and Information Department, Ministry of Foreign Trade; T. Stoyanov, deputy general director, State Trade Enterprise 'Hemus' (Ministry of Foreign Trade); Eng. V. Babinov, deputy director, State Economic Corporation Tejke Machinostroene; and W. Mintowt-Czyz, marketing executive, Special Operations, Rank Xerox.

James Busby

was appointed first Resident of New Zealand in 1833

Isn't it time you took advantage of it?

One of Busby's jobs was to protect British commerce. Owing to insufficient magisterial powers, he was not very successful. But British commerce did survive and eventually flourish as demonstrated by the quantity of British goods in New Zealand shops today. However, New Zealand is still in need of various manufactured goods from Britain and other countries overseas, to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

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MALAYSIA

Import control

IN CONNECTION with the recent changeover of the Malaysian Tariff to the Brussels Tariff Nomenclature, the Malaysian Government are re-writing subsidiary orders in accordance with the new system of classification of goods.

Malaysian Government *Gazette* dated December 30, 1968, publishes the following orders:

(1) **Customs (Prohibition of Imports) (Motor Vehicles) Order, 1968 (which applies only to West Malaysia)**

With effect from January 1, 1969, the import into West Malaysia of motor vehicles specified in the schedule below is prohibited except by licence.

The Order does not apply to motor vehicles:

(a) imported direct by Commonwealth Forces;
(b) authorized to enter West Malaysia under Part V of the Road Traffic Ordinance, 1958;
(c) entering West Malaysia under an International Circulation Permit; and
(d) entering West Malaysia and driven or used by bona fide travellers.

The Customs (Prohibition of Imports) (Motor Vehicles) (No. 2) Order 1966 is thereby cancelled.

SCHEDULE

Heading No.	*Description*
	Motor vehicles for the transport of persons, including sports cars and dual purpose vehicles, but excluding ambulances and buses:
87.02 139	completely built up, new.
87.02 149	completely built up, other than new.
	Motor buses, being vehicles with seats for more than 6 persons:
87.02 231	completely built up, new.
87.02 239	completely built up, other than new.
	Motor vehicles for the transport of goods or materials (other than dual purpose vehicles):
87.02 331	completely built up, new
87.02 339	completely built up, other than new.
	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor:
87.09 820	completely built up, new.
87.09 890	completely built up, other than new.

(2) **Customs (Prohibition of Imports) (Temporary Protective Measures) Order 1968**

The four schedules to this order, which are reproduced below, list the protective import licensing requirements in the various parts of the Federation for goods originating from the countries specified in the third column of the schedules. The order does not apply to goods produced or manufactured in the Federation of Malaysia.

The following orders are thereby cancelled:

1. Customs (Prohibition of Imports) (Principal Customs Area) (No. 4) Order, 1965.
2. Customs (Prohibition of Imports and Movement) (Penang) (No. 3) Order, 1965.
3. Customs (Prohibition of Imports and Movement) (Labuan) (No. 3) Order, 1965.
4. Customs (Prohibition of Imports) (Federation) Order, 1968.

The Second Schedule has been amended in accordance with the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) Order, 1969 made on January 2, 1969.

Notice to West Malaysian Importers No. 1 of 1969 further states that item 07.01 500 – Cabbages – (shown in the second schedule to the above order) is subject to quantitative restriction. Import licences will be issued every six months and will be restricted to quotas issued by the Ministry of Commerce and Industry. The first half-year for the first quota commences from December 1, 1968 and ends on May 31, 1969.

First Schedule

Goods prohibited from import into any part of the Federation without import licence.

(1) *Heading No.*	(2) *Description of goods*	(3) *Country*
09.01 500	Coffee husks and skins	All countries
	Cereal flours:	
11.01 110	Of wheat or of meslin (including atta flour) in packings of over 10 lb.	All countries
11.01 120	Of wheat or of meslin (including atta flour) in packings of not over 10 lb.	All countries
	Meal and groats of wheat or of meslin:	
11.02 101	in packings of over 10 lb.	All countries
11.02 102	in packings of not over 10 lb.	All countries
18.02 000	Cocoa shells, husks, skins and waste	All countries

(1) Heading No.	(2) Description of goods	(3) Country
23.02 100	Rice bran	All countries
23.02 900	Bran (except rice bran), sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables	All countries
23.03 900	Beet-pulp, bagasse and other waste of sugar manufacture; brewing and distilling dregs and waste; residues of starch manufacture and similar residues, except tapioca refuse and sago refuse	All countries
23.05 000	Wine lees; argol	All countries
23.07 000	Sweetened forage; other preparations of a kind used in animal feeding	All countries
33.06 820	Scented joss paper	All countries
38.11 920	Mosquito coils	All countries
48.01 512 48.15 200	Joss paper	All countries
60.04	Under garments, knitted or crocheted, not elastic nor rubberised	China
61.04 180 280 380 980	Infants' under garments, not knitted nor crocheted	China
73.29 100	Transmission chains for pedal cycles, of not more than 114 links	China
	Articles of a kind commonly used for domestic purposes, and parts thereof, of iron or steel:	
73.38 110	enamelled	China
73.38 120	not enamelled	China
76.15 190	Articles of a kind commonly used for domestic purposes and parts thereof, of aluminium, except cooking and heating apparatus and parts thereof	China
76.15 700	Builders' sanitary ware for indoor use and parts thereof, of aluminium	China
82.11 410	Safety razor blades	All countries
82.11 420	Safety razor blade blanks, whether or not in strips	All countries
83.01 100	Padlocks and other locking devices, and parts thereof, for cycles	All countries
83.11 100	Bells for cycles	China
84.11 110	Cycle pumps	China
84.15 910 920 930 940	Parts for refrigerators and refrigerating equipment (electrical and other)	All countries
85.06 420	Table fans, pedestal fans and wall-bracket fans, other than ring-mounted exhaust fans	All countries
85.06 910	Parts for fans	All countries
85.09 110 210	Electrical lighting and signalling equipment for pedal cycles	China
85.09 910	Parts for electrical lighting and signalling equipment for pedal cycles	China
87.10 100	Bicycles (including children's bicycles in the normal form of adults' bicycles) not motorised	All countries
87.12 210 202 204 205 206 207 208 209 210 211 212 213 298 299	Parts and accessories of articles falling within Heading No. 87.10 100	All countries
Section XI	Bleached, dyed and printed shirtings	China
	Bleached, dyed and printed sheetings	China

Second Schedule

Goods prohibited from import into the States of Malaya without import licence:

(1) Heading No.	(2) Description of goods	(3) Country
07.01 500	Cabbages	All countries
09.02 100	Tea, black, leaf	All countries
09.02 110	Tea, black, dust	All countries
09.02 200	Tea, green, leaf	All countries
09.02 210	Tea, green, dust	All countries
10.01 100 200	Wheat, including spelt and meslin, unmilled	All countries
11.02 409	Rolled oats other than in tins or packages ready for retail sale	All countries
17.04 000	Sugar confectionery, not containing cocoa	China
23.01 110 920	Flour and meal of fish, crustaceans and molluscs, unfit for human consumption	All countries
25.22 000	Quicklime, slaked lime and hydraulic lime, other than calcium oxide and hydroxide	China
28.38 900	Aluminium sulphate	All countries
28.45 000	Sodium silicate	All countries
29.32 000	Monosodium Methane Arsonate	All countries
34.02 190	Alkylarylsulphonates	All countries
34.02 100 190	Organic-surface active agents (other than soap) consisting of single substances (not chemically defined), and also those standardised with the addition of inert materials	All countries
34.02 501 502	Surface active preparations, whether or not containing soap, in liquid form	All countries
39.02 390	Imitation leather of polyvinyl chloride in sheets	All countries
41.02 110 120 910 920	Bovine cattle leather (including buffalo leather) and equine leather, except leather falling within heading No. 41.06, 41.07 or 41.08	All countries
41.03 100 200	Sheep and lambskin leather, except leather falling within heading No. 41.06, 41.07 or 41.08	All countries
41.04 100 200	Goat and kid skin, leather, except leather falling within heading No. 41.06, 41.07, or 41.08	All countries
41.05 110 120 180 190 910 920	Other kinds of leather, except leather falling within heading No. 41.06, 41.07 or 41.08	All countries
41.06 000	Chamois-dressed leather	All countries
41.07 000	Parchment-dressed leather	All countries
41.08 000	Patent leather and imitation patent leather; metallized leather	All countries
41.10 000	Composition leather with a basis of leather or leather fibre, in slabs, in sheets or in rolls	All countries
55.08 100	Terry towelling and similar terry fabrics, unbleached, of cotton	All countries
55.08 900	Terry towelling and similar terry fabrics, bleached, of cotton	All countries
59.05 110	Fishing nets of natural fibres	All countries
59.05 120	Fishing nets of man-made fibres	All countries
59.08 000	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials	All countries
60.03 2 3 4 9	Stockings, under-stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberised, other than of pure natural silk	All countries
62.02 121 122 131 132 141 142	Cotton towels	All countries
73.01 100 900	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms	All countries
73.03 100 900	Waste and scrap metal of iron or steel	All countries
73.04 000	Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel	All countries
73.05 100 200	Iron or steel powders; sponge iron or steel	All countries
73.06 100 200	Puddled bars and pilings; ingots, blocks, lumps and similar forms of iron or steel	All countries
	Blooms, billets, slabs and sheet bars and pieces roughly shaped by forging:	
73.07 100 900	of iron or steel	All countries
73.15 210	of high carbon steel	All countries
73.15 220	of alloy steel	All countries
	Coils for re-rolling:	
73.08 000	of iron or steel	All countries
73.15 310	of high carbon steel	All countries
73.15 320	of alloy steel	All countries
	Bars and rods (including wire rods) and hollow mining drill steel:	
73.10 100 910 920 990	of iron or steel	All countries
73.15 410 510	of high carbon steel	All countries
73.15 420 520	of alloy steel	All countries
	Angles, shapes and sections whether or not drilled, punched or made from assembled elements, less than 80 mm in width:	
73.11 200	of iron or steel	All countries
73.15 630	of high carbon steel	All countries
73.15 640	of alloy steel	All countries
73.14 110 120 130 140	Iron or steel wire, whether or not coated, but not insulated	All countries
73.15 110	Ingots of high carbon steel	All countries
73.15 120	Ingots of alloy steel	All countries
73.15 910	Wire of high carbon steel	All countries
73.15 920	Wire of alloy steel	All countries
73.40 110 150	Other cast articles of iron or steel	All countries
73.40 200	Forged articles (including drop forgings)	All countries
74.03 110 190	Copper wire, other than brass wire	All countries
76.02 110 160	Aluminium wire	All countries
76.12 100 200 900	Stranded wire, cables, cordage, ropes, plaited bands and the like, of aluminium wire, but excluding insulated electric wires and cables	All countries
83.13 100	Crown corks	All countries
84.11 190	Airpumps, vacuum pumps and gas pumps of a kind used in sugar manufacture	All countries
	Centrifuges, filtering and purifying apparatus for liquids and gases (excluding cream separators, milk strainers and filter funnels):	
84.12	Air conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air:	
910	of ¼ horsepower of less	All countries
920	of ½ horsepower	All countries
930	of 1 horsepower	All countries
940	over 1 horsepower but not over 2 horsepower	All countries
950	over 2 horsepower but not over 10 horsepower	All countries
960	over 10 horsepower	All countries
84.18 600	Other (i.e., those suitable for use in sugar manufacture)	All countries
84.21 200	Knapsack sprayers for use in agriculture or horticulture	All countries
84.29 100 900	Machinery of a kind used in the bread grain milling industry, and other machinery (other than farm-type machinery) for the working of cereals or dried leguminous vegetables, and parts thereof	All countries
84.30 400	Machinery of a kind used in sugar manufacture	All countries
84.36 100		
84.37 100		
84.38 100 910 920 930	Textile working machinery (except sewing machines) including extruding machines for man-made fibres, spinning, reeling, weaving, knitting and felt-making machinery, also machinery (except domestic) for washing, drying, bleaching, dyeing and finishing textile yarns, fabrics or made-up articles, and machinery for folding and cutting fabrics, linoleum making and design printing	
84.39 100 900		
84.40 190		

(*Continued on next page*)

MALAYSIA, *continued*

(1) Heading No.	(2) Description of goods	(3) Country
290, 800, 990	machines, and parts thereof	All countries
84.43 100, 900	Converters, ladles, ingot moulds and casting machines, of a kind used in metallurgy and in metal foundries, and parts thereof	All countries
84.44 100, 910, 990	Rolling mills and rolls therefor	All countries
84.45 100	Machine tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50	All countries
85.11 110, 190, 910	Industrial and laboratory electric furnaces, ovens and induction and dielectric heating equipment, and parts thereof	All countries
85.15	Television broadcast receivers, whether or not combined with gramophone or radio:	
110	mains operated	All countries
190	parts	All countries
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flashbulbs:	
	Electric filament lamps:	
	for use in decorative illumination of a capacity of:	
132	not over 60 watts	All countries
133	over 60 but not mare thon 200 watts	All countries
	for use in domestic lighting, of a capacity of:	
141	not over 60 watts	All countries
142	over 60 but not more than 200 watts	All countries
85.20 211	Fluorescen' lamps	All countries
85.21 120	Thermionic valves and tubes, for use in television transmission and reception apparatus (including cathode-ray tubes)	All countries
85.21 200	Television camera tubes	All countries

Third Schedule

Goods prohibited from import into Penang without import licence.

(1) Heading No.	(2) Description of goods	(3) Country
29.23 100	Glutamic acid	All countries
60.03 1	Stockings, under-stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberised, of pure natural silk	All countries
61.03 110, 210, 310, 910	Shirts, other than knitted or crocheted	All countries
73.27	Gauze, cloth, grill, netting fencing, reinforcing fabric and similar materials, of iron or steel wire:	
200	Netting and fencing	All countries
900	Grills and reinforcing fabric	All countries
73.31 100	Wire nails	All countries
85.03	Primary cells and primary batteries:	
800	For all purposes other than for hearing aids	All countries
900	Parts (including containers)	All countries

Fourth Schedule

Goods prohibited from import into Labuan without import licence.

(1) Heading No.	(2) Description of goods	(3) Country
29.23 110	Monosodium glutamate, other salts or derivatives and preparations thereof	All countries

Notice to West Malaysian Importers No. 2 of 1969 also states that the following items (shown in the second schedule to the above order) are subject to quota restrictions.

(1) Heading No.	(2) Description of goods	(3) Country
28.38 900	Alumnium sulphate	All countries
28.45 000	Sodium silicate	All countries
39.02 390	Imitation leather of polyvinylchloride in sheets.	
59.08 000	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials	All countries
84.11 190	Airpumps, vacuum pumps and gas pumps of a kind used in sugar manufacture	All countries
	Centrifuges, filtering and purifying apparatus for liquids and gases (excluding cream separators, milk strainers and filter funnels):	
84.18 600	Other (i.e. those suitable for use in sugar manufacture)	All countries
84.30 400	Machinery of a kind used in sugar manufacture	All countries
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc lamps; electrically ignited photographic flashbulbs:	
	Electric filament lamps:	
	for use in decorative illumination of a capacity of:	
132	not over 60 watts	All countries
133	over 60 but not more than 200 watts	All countries
	for use in domestic lighting, of a capacity of:	
141	not over 60 watts	All countries
142	over 60 but not more than 200 watts	All countries
07.01 500	Cabbages	All countries

Import licences will be issued every three months and will be restricted to quotas issued by the Ministry of Commerce and Industry. The estimated quarter for the first quota commences from January 9, 1969, and ends on April 8, 1969.

Inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

AUSTRALIA

References to Tariff Advisory Committee

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Advisory Committee the following matters:

(a) the rates of duty now applicable under paragraph 84.30.19 to chocolate enrobers;

(b) the rates of duty now applicable under paragraphs 84.59.99 and 85.05.99 to vibrator heads including flexible shafting with housings and couplings, for use by hand in conjunction with portable concrete tamping machines, immersion vibrators;

(c) the rates of duty now applicable under paragraphs 84.33.99 and 84.54.99 to the following paper processing machines:
Cutting machines, viz:
Cross-cutting (power driven);
Cutting, perforating and rewinding, toilet paper;
Shredding machines including knives therefor;
Slitting.

The Tariff Advisory Committee will meet to consider the abovementioned matters in Canberra on a date to be announced shortly.

The Tariff Advisory Committee (which should not be confused with the Tariff Board) is a small committee constituted as follows: chairman, a nominee of the Department of Customs and Excise, members, one nominee of importing interests (the director of the Australian British Trade Association), one nominee of the Associated Chambers of Manufacturers of Australia.

The committee meets occasionally to consider certain tariff questions referred to it by the Minister and to make recommendations.

Any United Kingdom firm or trade association who consider that their interests are involved and who wish to make their views known to the committee should communicate either with the Commercial Relations and Exports Department of the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference CRE 22020/G, or with the Director of the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1, as soon as possible.

Polyethylene and polypropylene twine, cordage, rope and cable

NOTICES were published in the *Board of Trade Journal* on January 21, 1966 and February 16, 1968 to the effect that the above goods had been brought under temporary quantitative restriction in Australia.

We have now been informed that these goods (now falling within tariff item 59.04.92) were removed from import licensing control on January 1, 1969.

Any inquiries about this notice should be addressed to the Commonwealth Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318), quoting reference CRE 7458/65.

PHILIPPINES

Import controls

COMMERCIAL BANKS in the Philippines have been requested to suspend opening letters of credit on the following:

(a) Cars in 'complete knocked down' form

(b) Textile remnants

(c) Wine, spirits, liquors, etc.

(It is believed that item (b) will apply to most fabrics.)

This measure may be extended to cover domestic appliances. Any inquiries concerning this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253).

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SINGAPORE

Import control

THE *Singapore Government Gazette* dated January 28, 1969, publishes the Prohibition of Imports (General Licence) (Amendment No. 1) Notification, 1969, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by deleting the following items:

103 Vacuum flasks
104 Playing cards

Import and Export Notice No. 2 of 1969, dated January 28, 1969, announcing this amendment, states that a specific licence is no longer required for the above-mentioned items and that they are now no longer subject to quota restriction. The notice also states that no licences will be issued for the importation of Chloride of lime, Calcium hypochlorite or Sodium hypochlorite (Code 514 109-1) and Washing and bleaching preparations (Codes 554 208 and 554 209). The position on these commodities will be further reviewed at the end of June 1969.

Inquiries about import licensing should be made to Tariff Section, Board of Trade, Export Services Branch, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of item 104 (Perfumery, etc.) and the substitution therefore of the following:

'104. Perfumery, cosmetics and other toilet preparations (including nail polish remover, but excluding soaps and dentifrices).'

Inquiries about the above notice should be addressed to the Tariff Section, Export Service Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

ECUADOR

Changes in prior import deposit payments

ON FEBRUARY 6 the Ecuadorean Monetary Board introduced the following changes in the prior deposit regulations:

List I. Essential and useful goods

Prior deposit percentages to remain the same, but the payment terms to which they apply to be changed as follows:

35 per cent for imports payable up to 270 days;
15 per cent for 270 days to one year;
Nil for over one year's credit.

List II. Luxury goods

Present prior deposit percentages to be increased as follows:

50 per cent increased to 70 per cent;
70 per cent increased to 100 per cent;
100 per cent increased to 130 per cent;
140 per cent increased to 190 per cent.

Public and semi-public bodies importing goods now subject to the 130 per cent and 190 per cent deposits will continue to benefit from a maximum deposit of 100 per cent, in accordance with the Monetary Board's regulation No. 498 of June 15, 1967.

In addition, the Monetary Board has approved an increase in the proportion of customs duties which must be paid to the Central Bank when applying for an import licence.

For List I goods, the percentage of a customs duty which must be paid in advance has been increased from 10 to 15 per cent.

For List II goods, the percentage has been increased from 45 to 70 per cent.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 175 of January 17 issue.)

CHILE

Customs Schedule

THE FOLLOWING MODIFICATIONS were made recently to the Chilean Customs Schedule:

Item No.	Details	Duties	*Ad valorem*
27.02	Insert new sub-headings:		
27.02.01	Bituminous coal	GMT Free	Free
27.02.99	Others	GMT 20·00	115
40.10.01	Conveyor belts	KB Free	175
40.10.02	Transmission belts	KB Free	175
48.10	Alter heading to read:		
[illegible]	Cigarette paper to cut size including in booklet or tube form	KB Free	100
87.14.01	Insert new sub-headings:		
87.14.01.01	For the manufacture of trailers and semi-trailers	KB 0·05	40
87.14.01.99	Others	KB 1·80	140
90.07.01	Insert new sub-headings:		
90.07.01.03	Cameras used for composing printing plates and cylinders by photographic means	KL Free	60
90.07.01.04	Microfilm apparatus for copying documents	KL Free	120

Permitted Import List

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage or prior deposit
94	51.02	Insert new sub-heading: Metallized plastic yarn	90
95	52	Insert new heading and sub-heading: Metallized yarn, being textile yarn spun with metal or covered with metal by any process: 52.01 Metallized yarn	90
110	70.17	Appliances for medical and veterinary sciences	5
145	84.11	Compressors for dental equipment	5
195	90.20	X-ray apparatus	5
197	Ch. 90	*General headings:* Machines, apparatus and spare parts therefor, tools, utensils and material for dental use	5
203	94.02	Dentists' chairs	5
	97.02	Alter to read: Eyes . . . for making toys	40
	97.03	Insert new sub-heading: Eyes and attached mechanisms and imitation voice parts for making toys	40

COLOMBIA

Amendments to the Customs tariff

BY DECREE No. 3216 of December 30, 1968, the Colombian Ministry of Finance revised certain tariff headings and duties. Further details of these changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

ARGENTINA

Amendments to Customs tariff

DECREE NO. 8425 by the Argentine Ministry of Economy and Labour published on January 16, 1969, introduces a number of modifications to the existing Argentine tariff nomenclature. The text, in Spanish, is available from Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

URUGUAY

Prior deposits

AS AN INTERIM MEASURE, until fresh instructions are issued, Uruguayan Central Bank Circular No. 112 issued on January 9 provides for exemptions from prior deposits (consignaciones) to be granted on up to 80 per cent of the quotas established for the quarter ending December 31, 1968 (see the *Board of Trade Journal* of November 22, 1968, page 1445).

Circular No. 112 also provides for the sliding scale of prior deposits for capital goods which was introduced by Central Bank Circular No. 78 (see the *Board of Trade Journals* of August 2, 1968, page 358 and August 16, 1968, page 520) to operate until fresh instructions are issued.

PERU

Import ban

PERU Supreme Resolution No. 0099-69-HC/DH of January 29 bans the importation of the following items:

Tariff Item No.	Description
56.01 1.02	Man-made fibres (discontinuous), not carded, combed or otherwise prepared for spinning, of polyesters.
56.04.1.02	Man-made fibres carded, combed or otherwise prepared for spinning – waste thereof.

BRAZIL

Devaluation of cruzeiro

THE BRAZILIAN central bank have announced a further devaluation of the new cruzeiro; from February 4, the new buying rate is fixed at 3.90 and the selling rate 3.93, new cruzeiros to the United States dollar.

UNITED STATES

Imports of miniature and instrument precision ball bearings

THE DIRECTOR of the United States Office of Emergency Preparedness has ordered an investigation under Section 232 of the Trade Expansion Act, 1962, to determine whether or not miniature and instrument precision ball bearings are being imported into the United States in such quantities or under such circumstances as to threaten or impair national security.

Interested persons wishing to submit comments are invited to do so, in writing, within 45 days of the public notice issued on February 13. A further 30 days are allowed in which to rebut comments made on the first round. Submissions should be made to the Director, Office of Emergency Preparedness, Executive Office Building Annexe (Winder Building), Washington DC 20504. Twenty-five copies are required.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Room 423, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel: 01-222 7877, Ext. 2404) quoting reference 'CRE/26051/G'.

Trade Regulation Rules— economic poisons

THE *Board of Trade Journal* of February 23, 1968 gave notice of proceedings to promulgate a trade regulation rule to prevent the deceptive advertising of economic poisons.

The Federal Trade Commission has now issued details of a revision of the proposed trade regulation rule.

All interested persons are invited to submit written views, data or arguments concerning the proposed rule to Joseph W. Shea, secretary, Federal Trade Commission, Sixth Street, Pennsylvania Avenue, NW Washington DC 20580 by March 14, 1969. Wherever practicable, submissions in excess of two pages should be filed in 20 copies.

Persons may also present their views orally at a hearing arranged for 10 a.m., on April 3, 1969, in Room 532, The Federal Trade Commission Building, Washington D.C.

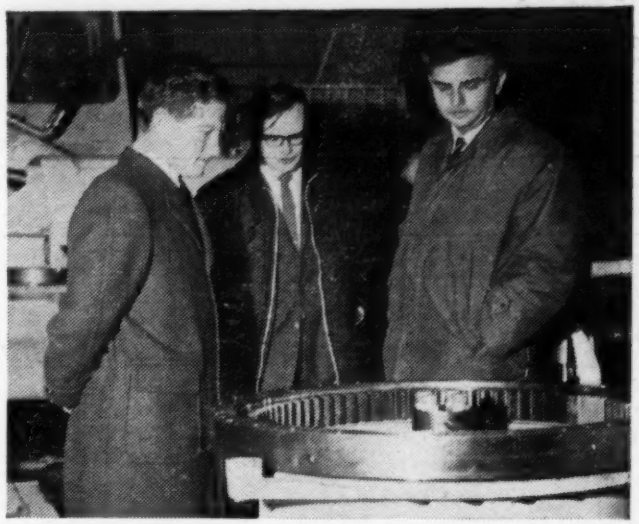
Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel 01-222 7877, Ext. 2397).

Motor vehicle safety standards— pneumatic tyres

THE UNITED STATES Federal Highway Administration has announced amendments to Standards 109 and 110 relating to new pneumatic tyres and tyre selection and rims for passenger cars effective March 10, 1969.

The amendments add various tyre size designations to Appendix A of Standard 109 and various alternative rims to Appendix A of Standard 110.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).



Mr. Max Sims (left), Tutt Bryant Ltd., South Australia branch manager, recently paid a visit to Hydraulic Machinery (Great Britain) Ltd. His visit included a tour of the works at Rhymney, South Wales. Tutt Bryant Ltd. hold the exclusive franchise for HY-MAC in Australia. Hy-Mac Australia Pty. Ltd. was formed to manufacture the HY-MAC range of all hydraulic excavators in Australia. Mr. Sims is seen here, being shown around by Mr. Gary Price (centre), assistant project engineer, and Mr. G. W. Bew (right) of Hydraulic Machinery (Great Britain) Ltd.

Motor vehicle safety standards — lighting

THE *Board of Trade Journal* of October 18, 1968, gave advance notice of a proposal to amend Standard 108 relating to lamps and reflective devices for multi-purpose passenger vehicles, trucks, trailers and buses.

The Federal Highway Administration has now announced details of a proposed amendment which among other things would provide reserve front lighting on new vehicles by requiring that parking lamps be activated when the headlamps are activated.

The proposed effective date of this amendment is January 1, 1970.

Interested persons are invited to participate in the proposed rule making by submitting written data, views or arguments by March 25, 1969 to The Federal High Administration, Room 512, 400 Sixth Street, SW Washington, DC 20591.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

P&D
Overseas Newspapers and Periodicals

PERUVIAN TIMES (ANDEAN AIRMAIL AND PERUVIAN TIMES)

Cir. 7,000; Lima; English; weekly, Fri.; pg sz 35 × 25 cms. (12 in. × 8¼ in.); rates: pg U.S. $150; ½ pg U.S. $76; ¼ pg U.S. $43: series 26 10%; colours + 20%.

An independent paper established in 1912, devoted to recording the development and progress of Peru, Chile and Andean Republics. Readership:- business and commercial executives in Peru and abroad and the English speaking community. Past advertisers include: Rolls-Royce, English Electric, Bank of London, S. America, Timken, Remington Rand, B.O.A.C., Pacific Steam Navigation Co., The Peruvian Corpn. Ltd., John Thorneycroft Ltd., Nuggett, Dunlop. The Peruvian Times purchased the subscription list and name of The South Pacific Mail, of Santiago, Chile, which ceased publication in Feb. 1965. Effective in August 1966, The Peruvian Times supplies former Mail subscribers with the Peruvian Times by air express.
Surface mail $ 10.00 Airmail $ 50.00

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
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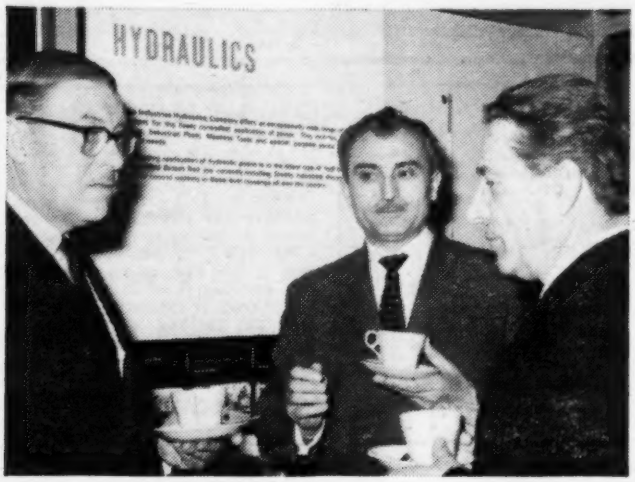
CANADA

Changes in Customs Tariff

THE CANADIAN GOVERNMENT have issued an Order in Council PC 1969-119 dated January 21, 1969, making certain changes in the Canadian Customs Tariff as listed below:

Tariff item		British preferential tariff	Most favoured-nation tariff	General tariff
12310-1	Frozen tuna loins for use in the manufacture of canned tuna (Expires January 31, 1970)	Free	Free	30%
19245-1	Rope paper for use in the manufacture of coated abrasive paper (Expires January 31, 1970)	Free	3%	35%
20665-1	Ferment cultures for use in the manufacture of cheese (Expires January 31, 1972)	Free	Free	Fr3e
32666-1	Shapes of silvered glass, with moils, for use in the manufacture of coloured or decorated Christmas tree ornaments (Expires January 31, 1970)	Free	7½%	22½%
34735-1	Tubing of titanium or titanium alloys, not including welded tubing three-qnarter inch or one inch in outside diameter, for use in Canadian manufactures (Expires January 31, 1970)	Free	Free	25%
34835-1	Electrolytic copper powder, electrolytic iron powder, for use in Canadian manufactures (Expires January 31, 1970)	Free	Free	10%
34925-1	Extruded tubing, of magnesium or alloys of magnesium, having an outside diameter of five inches or more, for use in Canadian manufactures (Expires January 31, 1970)	Free	Free	25%
35235-1	Centrifugally cast bronze shells or tubes not further manufactured than turned and bored longitudinally, of a size not made in Canada, for use in the manufacture of rolls for paper-making machinery (Expires January 31, 1970)	Free	Free	30%
38015-1	Shapes or sections of iron or steel made to specifications AISI numbers C1050 to C1090 inclusive, with bevelled edge not further manufactured than hot-rolled, not less than seven and twenty-nine thirty-seconds inches in maximum cross-sectional dimension and not less than 13 feet 5 inches in length, for use in the manufacture of cutting edges for dozer blades, front-end loader buckets, combination excavating and transporting scraper units, and road graders or scrapers (Expires January 31, 1970)	Free	Free	20%
38270-1	Sheet or strip of iron or steel, coated with tin by the hot-dip process, minimum base weight 155 pounds (0·01705 inch), for use in the manufacture of maple syrup evaporators (Expires January 31, 1972)	Free	2½%	25%
41007-1	Direct current, electric drive motorized wheels, not including rubber tyres, for use in the manufacture of self-propelled, off-highway dump trucks having a rated capacity by payload weight of not less than 85 tons (Expires October 31, 1969)	Free	Free	25%
42768-1	Engines, axles, torque converters, transmissions, and parts thereof, for use in the manufacture of machines commonly known as front-end loaders or tractor shovels (Expires January 31, 1970)	Free	Free	30%
42774-1	Axles and shaft assemblies; gears and gear box housings; wheel hubs, rims and brake drums; steering assemblies including rear forks; rubber chain cog-wheels; gutter broom suspensions; electric clutch and pump assemblies; hydraulic pumps, valves and filters; elevator slip clutches; all the foregoing and parts thereof for use in the manufacture of self-propelled street sweepers (Expires January 31, 1970)	Free	Free	35%
42780-1	Rotor sectors and heat exchanger elements, whether assembled or not, for use in the manufacture of mechanical air preheaters (Expires October 31, 1969)	Free	12½%	35%
42855-1	Diesel engines and gasoline internal combustion engines with a displacement of more than 400 cubic inches, for use in the manufacture of airport sweepers (Expires January 31, 1971)	Free	7½%	30%
42865-1	Diesel and semi-diesel engines; diesel dual fuel engines; LPG engines; four-cycle gasoline internal combustion engines not less than four horsepower nor greater than 40 horsepower; reciprocating natural gas engines; when of a class or kind not made in Canada and for use in the manufacture of electricity generating sets consisting essentially of an internal combustion engine and one or more generators mounted on a common base (Expires January 31, 1970)	Free	Free	30%
43584-1	Vinyl compatible lacquer coating for use in the manufacture of rear compartment tops used as original equipment in the manufacture of motor vehicles (Expires January 31, 1970)	Free	Free	30%
43857-1	Parts for use in the manufacture of differential carrier head assemblies for two-speed rear axles with a rated capacity of 15,000 pounds or over for motor vehicles (Expires January 31, 1971)	Free	Free	27½%
43859-1	Wire of iron or steel, valve spring quality, alloyed or carbon for use in the manufacture of mechanical precision springs for motor vehicles (Expires January 31, 1970)	Free	Free	20%
43877-1	Materials, of a class or kind not made in Canada, for use in the manufacture of parts, and accessories and parts thereof, except tyres and tubes, for passenger automobiles, buses, motor trucks, ambulances or hearses, or chassis therefor (Expires January 31, 1971)	Free	Free	35%
43879-1	Stainless steel sheet or strip, hot- or cold-rolled, with chromium content of not less than 10% nor more than 14% for use in the manufacture of mufflers, tail pipes or exhaust pipes for motor vehicles (Expires January 31, 1970)	Free	Free	25%
43888-1	Electric motor axle assemblies; gasoline internal combustion engines, air-cooled, four cycle; transaxles; parts of the foregoing; wheels, rims and hubs; tyres and tubes, wholly or in part of rubber; all of the foregoing when for use in the manufacture of golf cars (Expires January 31, 1970)	Free	7½%	35%
43889-1	Welded steel tubing, four inches outside diameter and larger, for use in the manufacture of drive shafts used as original equipment in the manufacture of motor vehicles (Expires January 31, 1970)	Free	Free	30%
43897-1	Steel spring wire, square edge, 0·045 inch or more in thickness with tolerance not to exceed 0·002 inch, not more than 0·312 inch in width with tolerance not to exceed 0·006 inch, for use in the manufacture of retainer rings for motor vehicles (Expires January 31, 1970)	Free	Free	20%
43899-1	Chromed mirror glass, not further processed than cut into rectangles, for use in the manufacture of rear view mirrors used as original equipment in the manufacture of motor vehicles (Expires January 31, 1970)	Free	Free	30%
44551-1	Coil forms and tubing, with or without connectors, for use in the manufacture of radio frequency coils (Expires January 31, 1971)	Free	Free	25%
44553-1	Parts for use in the manufacture of recorders and reproducers using magnetizable tape ass a recording medium, but not including any of the following: resistors, whether fixed or variable, capacitors, inductors, transformers, terminal boards, jacks, connectors, switches, loudspeakers, electron tubes, transistors or other semiconductor devices, or assemblies incorporating any of the foregoing (Expires January 31, 1970)	Free	Free	25%
44556-1	Parts, and commutator blanks, for use in the manufacture of commutators (Expires October 31, 1969)	7½%	10%	30%
44560-1	Lamp bases of metal, of a class or kind not made in Canada, for use in the manufacture of incandescent electric lamps for motor vehicles (Expires January 31, 1972)	Free	Free	30%
44646-1	Hemispherical steel heads, flanged or not, having an inside diameter of over 36 inches but not more than 48 inches, for use in the manufacture of steel storage tanks for liquefied petroleum gas (propane, butane or a mixture of the two) (Expires January 31, 1971)	Free	7½%	35%
45310-1	Stampings of metal, for use in the manufacture of covered buckles; button parts composed wholly or in part of a metal stamping, for use in the manufacture of covered buttons (Expires January 31, 1970)	Free	5%	30%
50905-1	Vulcanized fibre, in rolls or rectangular sheets, for use as a backing in the manufacture of abrasive materials (Expires January 31, 1971)	Free	Free	25%
52210-1	Woven fabrics, wholly of cotton: Not coloured, for use in the manufacture of blankets or blanketing for offset printing presses (Expires January 31, 1971)	Free	2½%	30%
52220-1	Woven fabrics, whether coated or not, and wire of iron or steel, whether coated or not, for use in the manufacture of card clothing for textile machinery (Expires January 31, 1971)	Free	Free	20%
82300-1	Metal alloy slugs, cast, with diamonds or diamond chips embedded therein, of any size or shape, in condition as from the mould, for use in Canadian manufactures (Expires January 31, 1972)	Free	Free	Free

OVERSEAS GROUPS MEET IN BRITAIN



Eight Bulgarians, mostly heads of State Ministry departments, visited the new Smiths Industries Centre at Cricklewood recently. The party was part of a larger group in England under the aegis of the Bulgarian Ministry of Foreign Trade to take a three weeks highly concentrated course on British marketing methods and expertise, organized and conducted for them by the College of the Institute of Marketing. Picture shows Mr. D. C. Fastnedge (left), marketing director of Smith's Industries Motor Accessories Division with two of the Bulgarian visitors.

The Steering Committee of the Union des Foires Internationales met in London earlier this month at the invitation of the International Building Exhibition. The Steering Committee discussed several problems common to organizers of leading international fairs and formulated the agenda for the 1969 Congress which is to be held in Leipzig from October 28 to 30. It was also announced that UFI have been invited by the UN Economic Commission for Africa to send a delegation to Addis Ababa to discuss problems of organizing an international trade fair in Africa. Picture shows, left to right: Professor Dr. Ing. Carlo Bertollotti, director-general, International Technical Exhibition, Turin; Mr. Johan H. D. Van der Kwast, director-general, Royal Netherlands Exhibition, Utrecht; Mr. Rolf Lemser, co-director, General International Exhibition, Leipzig; Mr. Luciano Dal Falco, president, International Exhibition, Verona, and president of the Union des Foires Internationales; Mr. Carl Theodor Steidle, director, International Exhibition, Frankfurt; and Mr. Andre J. L. Blanchot, secretary-general of the Union des Foires Internationales.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottigham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261) - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (0301-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13a Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any booksellers.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

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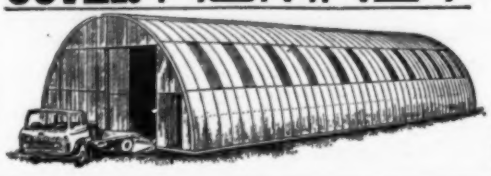

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THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry - J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3213. Telex 45286.

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Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Board of Trade Departments

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British commercial representatives overseas	20 Dec. 1968
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ECGD local offices	10 Jan. 1969
Half-yearly index - Jan.-June	7 Feb. 1969
Official Receivers' offices	21 June 1968
Programme of trade promotions	1 Nov. 1968

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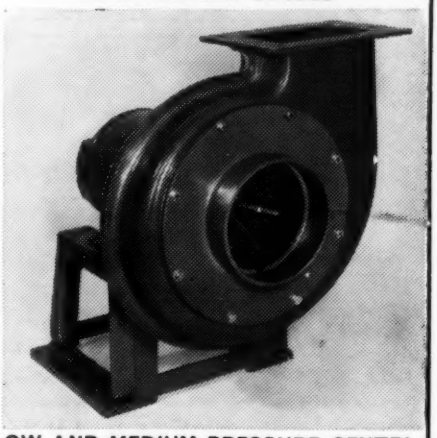

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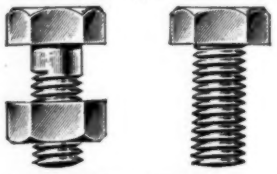

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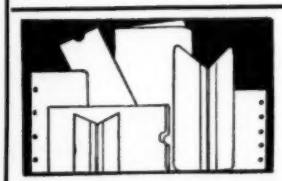

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Electric motor maker drives exports up by one-third.

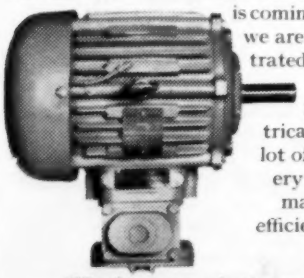
Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.

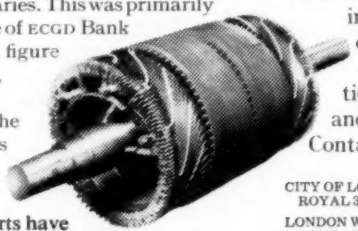


What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.



Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

The world is a big market. Your company can prosper through increased exports. ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks. Advice and co-operation from ECGD can help spark off and sustain your export expansion. Contact your local ECGD Manager.

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